

MARKET

(less forks)

ounds

K

6 in.

Principal  
These  
more  
ne of  
cces-

ist of

N

# DISTRIBUTION PAGE

SEPTEMBER, 1950





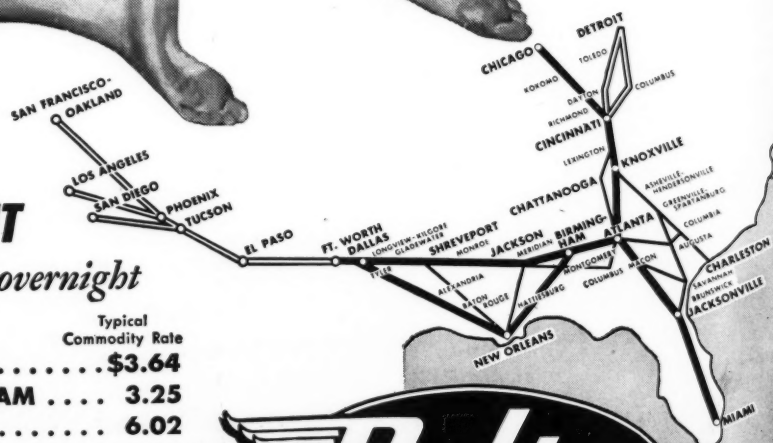
A lissom young nudist named Kate  
Said "I'm merely the victim of Fate,  
My clothes that are not here  
For sure would have got here  
If only I'd sent them AirFREIGHT."

## DELTA airFREIGHT

*Fills bare shelves overnight*

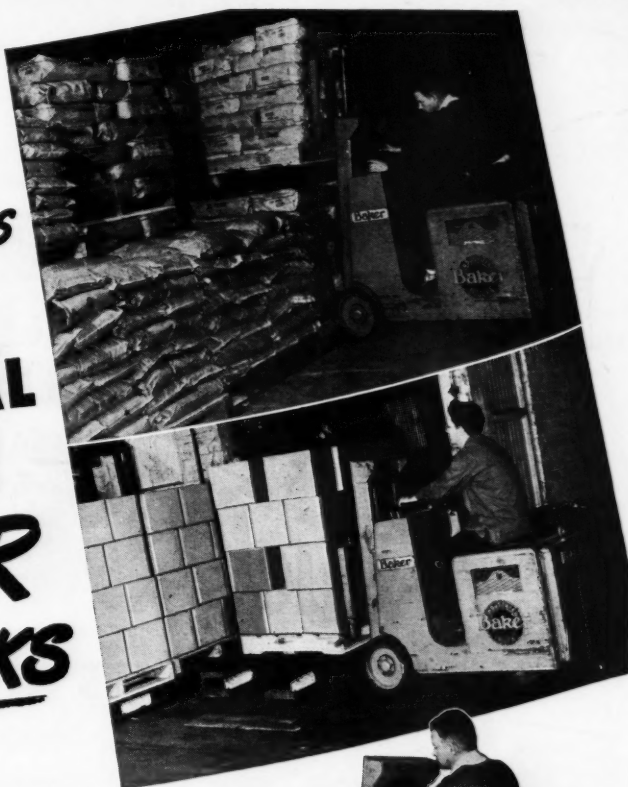
Per 100 lbs. between	Typical Commodity Rate
<b>CHICAGO-KNOXVILLE</b> .....	<b>\$3.64</b>
<b>CINCINNATI-BIRMINGHAM</b> ....	<b>3.25</b>
<b>DALLAS-ATLANTA</b> .....	<b>6.02</b>

For complete commodity rates and schedules, write airFREIGHT  
Department, Delta Air Lines, Atlanta, Ga.





# 3 specific handling problems solved at OTIS TERMINAL WAREHOUSE WITH **BAKER** **FORK TRUCKS**



The Otis Terminal Warehouse Corporation, one of Cleveland's largest warehouses, handles about 17,600,000 pounds of merchandise per month. Approximately 25% of this tonnage is handled by two Baker FQ (light-weight, low-cost) Fork Trucks installed in July 1949. These trucks are used for unloading, storing and loading all types of merchandise for shipment.

The use of Baker Electric Fork Trucks has solved three specific problems which confronted Otis:

1. The hazard of breakage in handling fragile merchandise has been materially reduced by smooth starting, smooth acceleration and smooth lifting and lowering of loads.
2. Clean electric power has made low-cost mechanized handling with Fork Trucks possible in certain confined areas which cannot be ventilated.
3. Maintenance costs of handling equipment, which were considered excessive, have been reduced, with the added resulting benefit of less time out of service for repairs.

(Top) Otis takes full advantage of storage space by tiering to the ceiling.

(Center) Portable roller conveyors speed loading and unloading of palletized merchandise on freight elevators.

(Lower) Baker Fork Truck tiers drums in storage. Lower tier is placed on end, and second tier rolled on upended drums.

Since nearly 100% of all labor at Otis Terminal is for material handling, the efficient use of Fork Trucks has kept their operating costs in line. Moreover, by tiering, Otis gets maximum capacity from storage areas.

*A Baker Material Handling Engineer will gladly show you how you can solve similar handling problems in your plant or warehouse.*

**BAKER INDUSTRIAL TRUCK DIVISION of The Baker-Raulang Company**

1216 WEST 80th STREET, CLEVELAND 2, OHIO

In Canada: Railway and Power Engineering Corp., Ltd.

# Baker INDUSTRIAL TRUCKS

LOW-LIFT



HY-LIFT



FORK & RAM



CRANE



TRACTOR



PLATFORM





# Dependable truck SERVICE

# DODGE

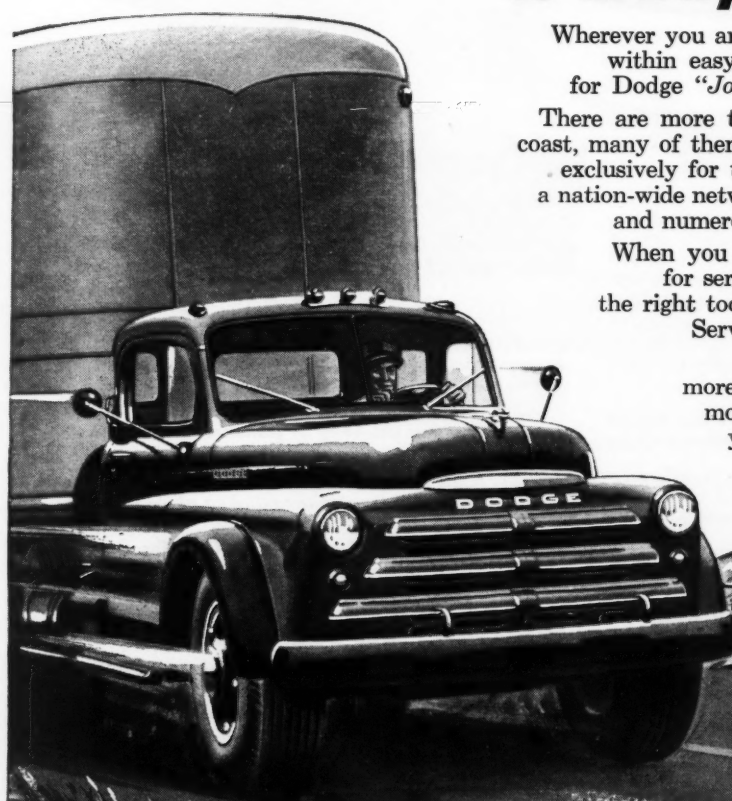
**is always close at hand!**

Wherever you are or wherever you go . . . you're always within easy reach of dependable service and parts for Dodge "Job-Rated" trucks.

There are more than 4,000 Dodge dealers from coast to coast, many of them with special facilities and parts stocks exclusively for truck service. Back of dealers' service is a nation-wide network of five factory-operated parts plants and numerous authorized factory parts distributors.

When you go to your nearby Dodge truck dealer for service, you are assured of the right parts, the right tools, the right experience and equipment. Service is efficient, economical, time-saving.

High standards of service mean more money-making hours on the road . . . more uninterrupted earning power for your Dodge "Job-Rated" fleet.



**DODGE** *Job-Rated* **TRUCKS**

# DISTRIBUTION AGE

SEPTEMBER, 1950

The Magazine that Integrates all Phases of Distribution  
100 EAST 42nd STREET, NEW YORK 17, N. Y. — MU 5-8600

H. S. WEBSTER, JR.

Publisher

D. A. C. MCGILL

Editor

DONALD ATRAN

Associate Editor

GEORGE POST

Assistant Manager

o o o

Consultants: Materials Handling, Matthew W. Potts; Traffic, Henry G. Elwell; Transportation, John H. Frederick; Legal, Leo T. Parker; Packing, C. L. Saperstein.

o o o

Advertising Staff

Central Western Mgr.

A. H. Ringwalt, 360 N. Michigan Ave.,  
Chicago 1, Ill., Franklin 2-0829

Central Representative

H. F. Smurthwaite, 1836 Euclid Ave.,  
Cleveland 15, Ohio. MAin 1-6374

Western Representatives

McDonald-Thompson, 625 Market St., San Francisco 5, Cal., Yukon 6-0503; 3727 West 6th St., Los Angeles 5, Cal., Drexel 2590; Terminal Sales Bldg., Seattle 1, Wash., MAine 3840, 115 S. W. 4th Ave., Portland 4, Ore., Atwater 7401; 317 Railway Exchange Bldg., Denver 2, Colo. MAin 2733.

Special Representative

Duncan P. Macpherson, 700 S. Washington Sq.,  
Philadelphia 6, Pa. LOmbard 3-9982.

o o o

One of the Publications

Owned and Published by  
CHILTON COMPANY



Executive Offices: Chestnut & 56th Sts., Philadelphia 39, Pa. Telephone, GRanite 4-5600.

Editorial & Advertising Offices: 100 East 42nd St., New York 17, N. Y. Telephone, MUrray Hill 5-8600.

Officers and Directors

JOS. S. HILDRETH, President

Vice Presidents

EVERIT B. TERHUNE

P. M. FAHRENDORF

G. C. BUZBY

HARRY V. DUFFY

WILLIAM H. VALLAR, Treasurer

JOHN BLAIR MOFFETT, Secretary

D. ALLYN GABER

GEORGE T. HOOK

MAURICE E. COX

TOM C. CAMPBELL

FRANK P. TIGHE

LEONARD V. ROWLANDS

GEORGE MAISWINKLE, Asst. Treas.

o o o

PAUL WOOTEN

Washington Member of the Editorial Board

Copyright 1950 by Chilton Company (Inc.)

Subscription Rates: U. S., \$5.00 per year; Canada, \$5.50 per year; Foreign Countries, \$6.00 per year. Single Copies, 50c each, except February Directory Number—\$3.00 per copy.

Acceptance under the Act of June 5, 1934 at Philadelphia, Pennsylvania, authorized December 2, 1948.

## CONTENTS

What Do Traffic Managers Buy?	10
Should Traffic Men Have Professional Status?	John H. Frederick 15
A Guide to Liquor Warehousing	16
Look at the Package	P. Steele Labagh 17
Settling Claims by Jury Trial	H. T. Griswold 20
Pipeline to the Pipeline	George Stephen 22
Freight Forwarders: Both Sides of the Issue	24
Pooling . . . for Cheaper Distribution	26
Changes on Way in Moving Van	27
Warehousing 'In the Middle'	Ethelyn Weller 31
How Bekins Builds 'Em	36
•	
Editor's Page	9
Letters to the Editor	14
New Products News	28
Distribution Activities	49
Obituaries	49
Within the Law	Leo T. Parker 51
Aid to Buyers	53
Coming Events	54
Books and Catalogues	54

## FRONT COVER

All over America the factory chimneys are smoking. Industry is being mobilized in the fight for freedom. In the heat of the national effort, the emphasis is on production. But you'll be hearing more about what the military call "logistics" and civilians call distribution—the urgent science of getting goods where they are needed when they are needed.





# ALONG THE WAY... OF **TWA**



## MIDGET CARS TAKE TO WINGS

DIMINUTIVE RACERS TRAVEL FROM TRACK TO TRACK AT AMAZING SPEED (AND MODEST RATES) VIA **TWA** AIR CARGO. YOU CAN SAVE TIME EVERY TIME VIA **TWA**. FREQUENT, SCHEDULED FLIGHTS HELP SOLVE SHIPPING PROBLEMS. SMART SHIPPERS TODAY ALWAYS CALL **TWA**.



ACCOUNTING MACHINES TO ZIPPERS... **TWA** AIR CARGO MANIFESTS INCLUDE PRACTICALLY EVERYTHING SHIPPERS SHIP. LOW THROUGH RATES. FOR EXAMPLE: OFFICE MACHINERY—N.Y. DIRECT TO MILAN @ 87¢ PER LB. (MIN. 220 LBS.)

## TRANS WORLD AIRLINES HAS A WORLD OF SERVICE FOR YOU

60 SCHEDULED TRANSATLANTIC FLIGHTS EVERY WEEK. ALL-CARGO FLIGHT FROM NEW YORK EVERY SATURDAY.



## PINPOINT YOUR MARKETS VIA TWA

Increase your selling range. Increase turnover. Reduce inventory... warehousing. Replenish stocks faster. Save shipping time. Beat competition to markets everywhere.

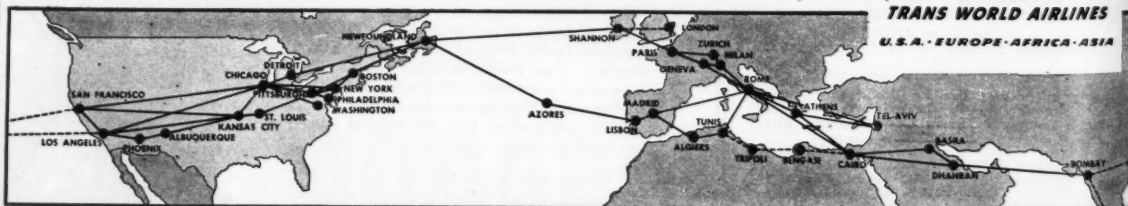
## PHONE TWA

...or call your freight forwarder about these TWA services: Shipping charges collect. Confirmation of shipment arrival. Weekly international all-cargo flights.



All TWA flights carry  
Air Mail and Air Cargo

**TWA**  
TRANS WORLD AIRLINES  
U.S.A. · EUROPE · AFRICA · ASIA



# B.F. Goodrich



## ANALYSIS PLAN helps cut industrial tire and wheel costs by as much as 50%

**You can save up to half** of your materials handling and industrial hauling tire and wheel costs. Studies prove savings can be made in 2 out of 3 cases. The TW Analysis determines: correct type and size of tire, correct tread design, correct tread rubber compounds *and applies all correct factors to the specific job.*

**Here's how it works**—A man trained in mate-



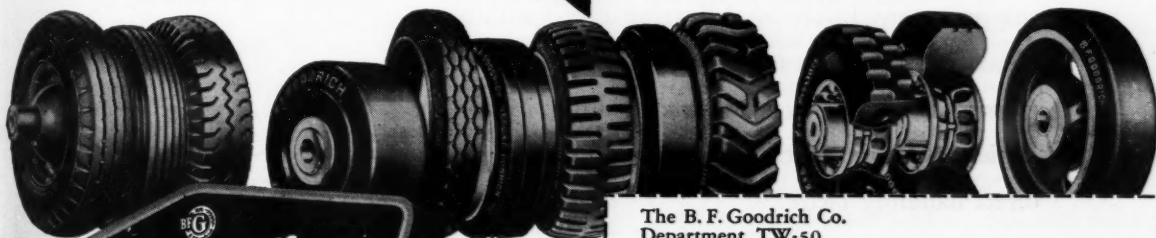
Typical example of a BFG tire meeting specific needs. The tire shown is the popular DeLuxe Cushion which will positively reduce maintenance costs as much as 25%. The DeLuxe Cushion is famous for cushioning, yet wears longer than other cushion "types" because there is no "inner cushion" of soft rubber to wear away rapidly.

rials handling problems will survey your operation, study loads, hauls, handling equipment, floors and hauling surfaces, also any special problems you may have. On completion of this survey the BFG man, without charge or obligation on your part, will recommend the best type and size tires and wheels for your particular service, including suggestions on tire care and maintenance.

**Here's why BFG can be impartial**—No other company offers the wide range of types or sizes of tires and tread compounds as B. F. Goodrich. Your BFG man has no axe to grind; his company "makes 'em all" . . . his advice is impartial!

**14 types of tires—6 different tread compounds**—BFG's complete line of industrial tires includes pneumatics, puncture-sealing inner tubes, solids (all types) and Zero-Pressure semi-pneumatics. There's a wide choice of tread designs and a choice between 6 different tread rubber compounds including the famous oil-proof compound.

*Mail the coupon for full details at no obligation. A SIMILAR PROGRAM IS NOW READY FOR MANUFACTURERS OF INDUSTRIAL HAULING EQUIPMENT*



The B. F. Goodrich Co.  
Department TW-50  
Akron, Ohio

Please give me additional information on your Tire and Wheel Analysis plan.

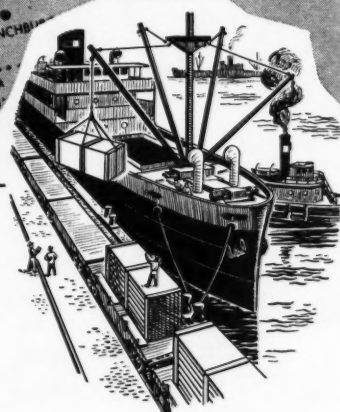
Name

Title

Company

City  State

(FOR MORE THAN A THIRD OF U.S. MANUFACTURERS)



Then check the road or rail mileage between your plant and the Delaware River Port. Consider, too, that your goods will be set down at shipside without the expense or damage of extra handling or lighterage. Three trunk line railway systems, interconnected by port belt line, save shippers many hours by delivering cargo within direct reach of ship's tackle. Cars are moved onto piers and wharves over 242 track sidings. Motor carriers also save much time by using this port's direct handling facilities.

on North America's second largest port. Memo your Traffic or Export Manager to write the Delaware River Joint Commission, Bridge Plaza, Camden 2, N. J.



**PHILADELPHIA • CAMDEN • TRENTON • WILMINGTON**

6



# What! YOU MEAN I CAN CUT MY MATERIAL HANDLING COSTS ... 50% to 75% ?



## FREE...8-Question CHECK CHART Tells How You Can!

Answer "Yes" or "No" to the 8 important questions this CHECK CHART asks about the material handling operation in your business.

If you answer "No" to more than 4 of these 8 simple questions... you, like so many other business men, will find that "hidden handling" costs are adding excessively to the costs of your product.

Having shown that you are paying too much for handling your material, this money-saver Check Chart also supplies the remedy.

That remedy is Automatic Electric Trucks. They

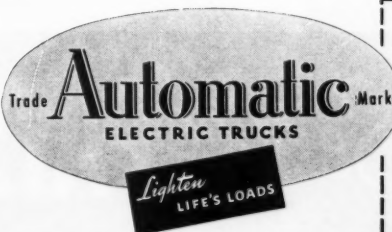
move, lift and stack material with easy, electric finger-tip control. One operator handles more tonnage than three hand truckers.

You may save in man-hours, wages, faster production flow and free storage space, 50% to 75% of the dollars you now spend to handle materials.

See if this Material Handling Check Chart doesn't put the finger on "hidden handling" costs you never knew existed... and gain for your business, savings you never thought possible. Mail coupon.

### BOTH FREE

With the Money-Saver Check Chart, you get a free booklet: "How to Make Your Material Handling Pay Dividends." Gives authentic case histories of money saved on daily Automatic Electric Truck operation. Mail coupon.



Trade Automatic Mark 115 West 87th Street, Dept. P-5, Chicago 20, Illinois

Please send me, without obligation, your FREE Money-Saver CHECK CHART, and Booklet: "How to Make Your Material Handling Pay Dividends."

Company Name.....

By..... Title.....

Street Address.....

City..... Zone..... State.....

# Fruehauf FALL SERVICE SPECIALS are here again!



TRAILERS - Any Make,  
Any Model - Bring 'em  
in for Big Savings

**ON SAFETY EQUIPMENT •  
MAJOR REPAIRS • PARTS •  
ACCESSORIES • PAINTING •  
REGULAR MAINTENANCE**

World's Largest Builders of Truck-Trailers

**FRUEHAUF TRAILER COMPANY**

DETROIT 32

LOS ANGELES 58

IN CANADA: WESTON, ONTARIO

*Save on Complete*  
**TRAILER BRAKE, AXLE  
and LUBE SPECIAL...only**

Adjust brakes and  
slack adjusters. Com-  
plete chassis lubrica-  
tion. Complete axle  
alignment. Adjust  
wheel bearings. Tighten U-Bolts. Align  
tires and rims. Tighten wheel lug nuts.  
Check and lubricate supports. Inspect  
lights, reflectors and plugs.

**\$7.95**  
Taxes and  
Parts Extra  
FOR SINGLE AXLE

(Tandem \$11.75—taxes, parts extra)

**Plus - COMPLETE FREE  
SAFETY CHECK-UP!**

## FRUEHAUF *Service* "PAYS OFF"



## *Traffic: a major executive function*

The postwar years have been difficult, decisive years for traffic management. They have been difficult because they have presented traffic managers with an unending variety of problems. They have been decisive because, in supplying the answers to those problems, the traffic manager has advanced immeasurably in the estimation of top management.

Only an historian can remember when a traffic manager, so-called, was an ex-railroader employed by a shipper to wheedle special rates from the carriers. Since that distant, freebooting era, rate structures and regulation have appeared, and traffic management has evolved into a skilled function of business.

But even as late as 10 years ago, many companies were still inclined to relegate the traffic manager to a subordinate position. After World War II, however, something happened. Under the pressure of rising costs and quickening competition, top management cast a suspicious eye on distribution—the last frontier of cost reduction. The traffic manager came suddenly into his own, for in this field he was qualified by training and experience to offer guidance. He revealed himself as not only a transportation expert, but also a distribution expert conversant with every phase of moving his company's products to the point of sale.

The company that attacked its postwar distribution problems through its traffic department got results. The traffic manager knew where to seek cost reductions. To name an outstanding example of his accomplishments, he revolutionized methods of materials handling.

Graphic proof of traffic management's phenomenal growth as a major executive function appears on the next three pages. Here, a recent DA survey tells the story of traffic management today as the buyer of the physical tools to save time and money in moving America's products to America's markets.

A handwritten signature in cursive script, reading 'J. H. Grier'.



# WHAT DO

## DISTRIBUTION AGE

100 EAST 42nd STREET • NEW YORK 17, N. Y. • MURRAY HILL 5-8600

*A Whitten* ① Publication  
June 26, 1950.

You, undoubtedly, dislike questionnaires as much as I do...but we would sincerely appreciate your answers to the few questions shown below to aid us in a confidential national survey.

1. Does your firm own and operate its own fleet of trucks?  
..... If so, how many?.....
2. Do you use materials handling equipment to facilitate the handling of your raw materials or finished products?..... If so, please indicate the types below.

Conveyors.....  
Trackless carriers (including fork trucks and tractor-trailer trains).....  
Monorails and overhead hoists.....  
Hand equipment such as 2-wheel hand trucks, platform trucks, etc.....

3. Are you the executive who specifies or purchases the above types of equipment used by your company?.....  
If not, please give the title of the person who does, .....  
and state whether you route DISTRIBUTION AGE to him .....

Thanking you for your cooperation and the early return of this form in the enclosed envelope which requires no postage, I am

Sincerely  
DISTRIBUTION AGE

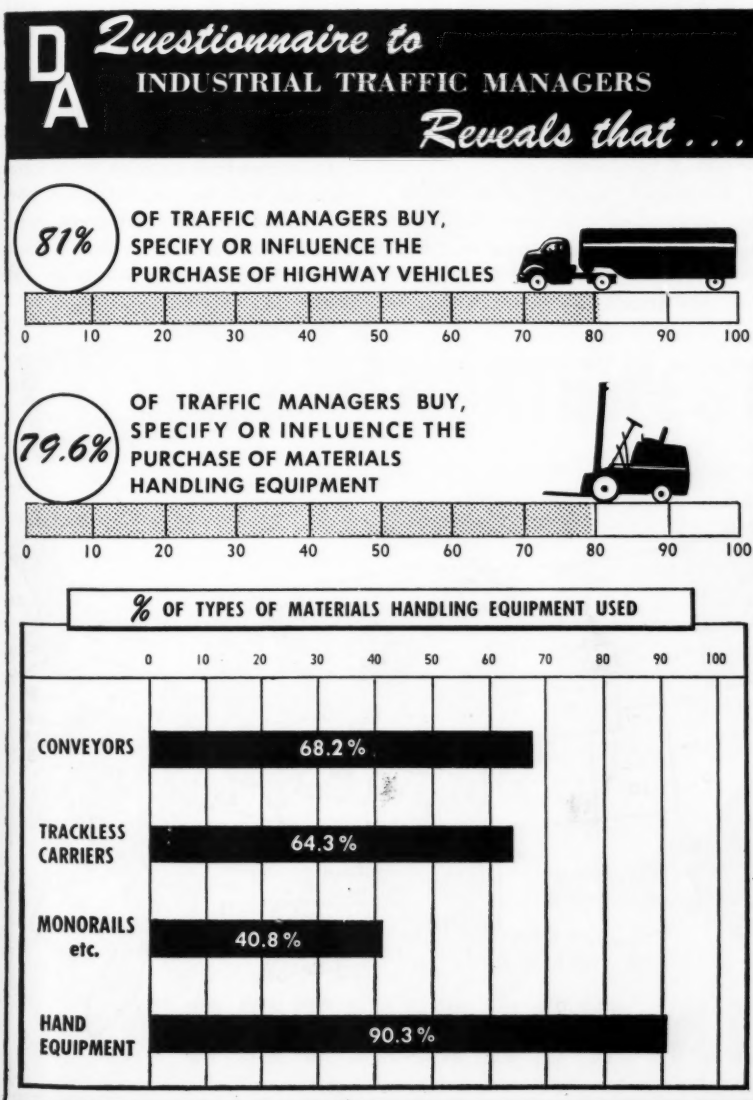
*E. S. Webster, Jr.*

E. S. Webster, Jr.  
Publisher/co

The Magazine that Integrates all Phases of Distribution

# TRAFFIC MANAGERS BUY?

*A nationwide DA survey reveals  
that about 80 per cent of them buy  
or specify, or influence the purchase of,  
both transportation and materials handling equipment*



DISTRIBUTION AGE PRESENTS herewith fresh proof that a large number of industrial traffic managers buy handling and transportation equipment.

It is universally known that industrial traffic managers are the chief buyers of the facilities and services of common carriers and public warehouses. But it is not so widely known that an increasing number of traffic managers are also important buyers of highway vehicles and materials handling equipment.

In order to determine to what extent traffic managers buy or influence the purchase of equipment, DISTRIBUTION AGE has just completed a national survey.

It was found that 81 per cent of the respondent traffic managers buy, specify or influence the purchase of highway vehicles, and that 79.6 per cent buy, specify or influence the purchase of materials handling equipment.

The survey was made nationally by questionnaire to a sampling of 5,000 traffic managers representing a wide diversity of companies of all types and sizes. The returns totaled 1,936, or 38.7 per cent.

Of these traffic managers, 1,065, or 55 per cent replied that their companies owned and operated their own trucks. The average fleet size was 35 vehicles.

Using this average figure as a basis for the fleet size of 55 per cent of the shipper-circulation of DIS-

TRIBUTION AGE, it has been conservatively estimated that industrial traffic managers in the United States and Canada operate 152,635 highway vehicles for their companies.

Of the traffic managers representing companies that own and operate trucks, 414, or 38.8 per cent said they buy trucks or trailers or both for their companies; 450, or 42.2 per cent said they do not buy, but influence requirements and route to purchasers.

Thus, 81 per cent of the respondents buy, specify or influence the purchase of highway equipment for their companies.

Concerning materials handling equipment, 1,829, or 94.5 per cent of the traffic managers queried, replied that their companies own and operate various types of handling equipment.

For purposes of clarity and simplicity the questionnaire classified handling equipment under four broad categories, namely, conveyors; trackless carriers (including fork trucks and tractor-trailer trains); monorails and overhead hoists; and hand equipment (such as two-wheel hand trucks, platform trucks, etc.).

In the replies received, 441 traffic managers, or 24.1 per cent said that their companies own and use all four types of equipment.

In the breakdown by categories, the survey showed that 1,248, or 68.2 per cent of the companies represented own conveyors; 1,177, or 64.3 per cent own trackless carriers; 847, or 40.8 per cent own monorails or overhead hoists, or both; and 1,652, or 90.3 per cent own hand equipment.

Of the companies that own and operate materials handling equipment, 666, or 36.4 per cent have their traffic managers buy the equipment. In 791, or 43.2 per cent of the companies the traffic managers do not buy, but influence their requirements and route to purchasers.

Thus, 79.6 per cent of the traffic managers of the companies responding to the survey buy, specify or influence the purchase of materials handling equipment.

A number of other illuminating and important facts were disclosed by this study. While these may not be pertinent to the specific subject of this article they have both rel-

evancy and interest to shippers and suppliers everywhere. For example:

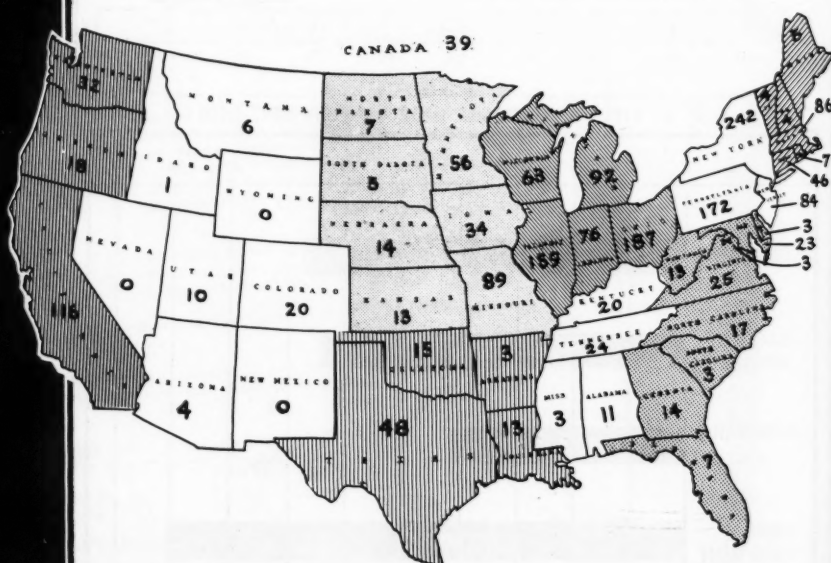
● The DA study demonstrates and strengthens a major point that has been presented repeatedly in this publication, namely, that the practical value, importance and prestige of the industrial traffic manager is steadily increasing both as an operating executive and as an influence in company policies.

Another point developed by the survey, particularly in some of the comments attached to or superimposed upon the questionnaires that were returned, was clear-cut evidence that traffic managers as well as purchasing agents look to some printed source when attempting to locate general information about industrial supplies, services and equipment. In most instances, the chief source of information cited was advertisements in business publications.

In succeeding articles additional material will be presented on how and what traffic managers buy, and how, both individually and collectively, they influence all phases of distribution.

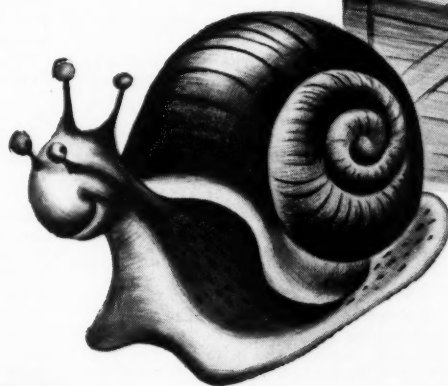
#### STATE and TERRITORIAL BREAKDOWN OF RETURNS TO DA QUESTIONNAIRE

NEW ENGLAND	152
MIDDLE ATLANTIC	418
SOUTH ATLANTIC	108
E. NO. CENTRAL	517
E. SO. CENTRAL	58
W. NO. CENTRAL	218
W. SO. CENTRAL	79
MOUNTAIN	11
PACIFIC	166
U. S. TOTAL	1,897
CANADA	39
GRAND TOTAL	1,936





Why hitch your profits  
to a snail?



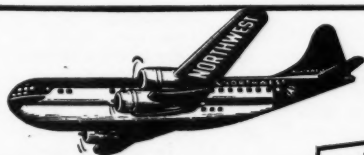
**SHIP VIA**

**NORTHWEST AIR FREIGHT**

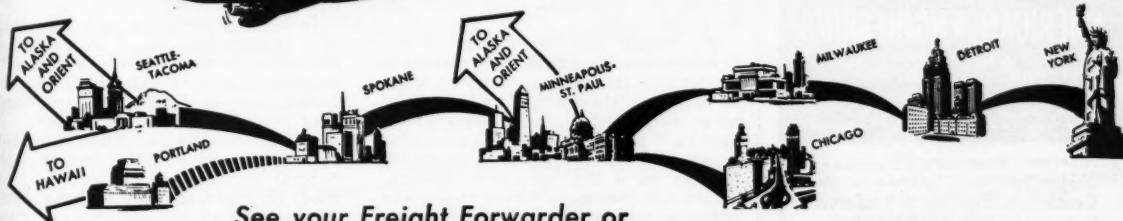
★ ALL FREIGHT planes daily\* — NEW YORK  
DETROIT • CHICAGO • LA CROSSE  
MILWAUKEE • MINNEAPOLIS-ST. PAUL

★ DOUBLE CARGO DOORS

\*except Saturday, Sunday and holidays



*Gold Ribbon* RESERVED SPACE SERVICE  
ON NORTHWEST STRATOCRUISERS



See your Freight Forwarder or

**NORTHWEST AIRLINES**

## MOVE YOUR CARS SAFER·FASTER CHEAPER



**LO-HED CAR PULLER**—a rugged, weatherproof machine—will abolish shifting charges at your siding... enable you to load and unload faster... cut demurrage cost... decrease industrial accidents. And what's more, a LO-HED Car Puller is just as practical right in your plant. It pulls everything that can roll or slide... on the level, on grades, around curves and corners.

It may pay you real dividends to get all the facts about the LO-HED electrically driven Car Puller. Mail coupon now.



**LO-HED MEANS  
LOW OVERHEAD**



**AMERICAN ENGINEERING**

COMPANY  
PHILADELPHIA 25, PA.

Other AE Products are Taylor and Perfect Spread  
Stokers, Marine Deck Auxiliaries, Hele-Shaw  
Fluid Power, Lo-Hed Hoists, Lo-Hed Car Shakers

American Engineering Company  
2524 Aramingo Ave., Phila. 25, Pa.

Gentlemen: Send me full information  
on the LO-HED Car Puller.

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

## LETTERS TO THE EDITOR

### Selling Servicemen's Property

To the Legal Editor:

It is our understanding that if a warehouseman sells stored goods (for charges) belonging to any member of the armed services he is liable for an act of conversion even though he has sold it according to laws governing foreclosure of warehouseman's liens.

We try to hold one sale a year to clear out unpaid overdue accounts. Now, in these sales there could quite possibly be a lot belonging to a serviceman of which we are totally unaware.

Is there any recourse or procedure a warehouseman can follow to protect himself in these cases? If we stopped holding storage sales because of the possibility that lots might belong to servicemen, we'd soon have our building filled with non-paying lots. We would appreciate any information or suggestions you can give us on the subject.—*W. C. Bennet, Peoples Warehouse, Klamath Falls, Ore.*

*Leo T. Parker's reply follows:*

I have made a special effort to locate higher court cases in your favor. However, here is the law: Section 535 of the U.S. Statutes says that a warehouseman cannot enforce a storage lien on household, etc., goods of a person in military service. This is the law for three months after his discharge, unless you apply to a court and present your case. This court may render a decision in your favor. In other words the court may make special disposition of your case. There is nothing in the law in your favor as to when and under what circumstances you may determine whether a patron is in military service. This is the law. See the case of *Howard*, 60 N.Y.S. (2d) 506. You had best consult a local lawyer in this respect.

### Interstate v. Intrastate

To the Editor:

We have read with much interest the fine article appearing in the July issue of your publication on "What Makes an Interstate Shipment?" by H. T. Griswold.

We would like to be further enlightened on the subject of intrastate traffic and on the statement on page 52 reading, "However, if no intrastate rates are published, the interstate rate applies." Is this based on commission or court decisions, and if so, we would like to have the reference thereto. There are instances where the motor common carrier transports intrastate shipments on rates that are lower than the interstate rates where no intrastate rates are published. The question is, is this in violation of any regulations?—*F. C. Winter, Traffic Manager, International Shoe Co., St. Louis.*

To the Editor:

In H. T. Griswold's article entitled "What Makes an Interstate Shipment?" the following statement is made: "However, if no intrastate rates are published, the interstate rate applies."

We would very much appreciate knowing the appropriate authority for this statement, because it is our understanding that when there are not intrastate rates published, the matter of the appropriate rate for a given shipment is strictly between the shipper or receiver and the carrier or carriers involved.—*G. A. Elroy, Manager, Transportation Department, Ceco Steel Products Corp., Chicago.*

*Mr. Griswold's reply follows:*

Under Article 1 Section 8 of the Constitution it is stated: "Congress shall have power... to regulate Commerce... among the several states..." Congress has delegated this power in one instance to the ICC. When the ICC validates a schedule of interstate rates applying within and between points in a given state, these rates indicate the supremacy of the federal power. The federal power is supreme; and until federal power is asserted, the right of supremacy is reserved to the states. (See *National Labor Relations Board v. Jones & Laughlin Steel Co.*, 301 U.S. 1; *U.S. v. F. W. Darby Lumber Co.*, 312 U.S. 100; also *R. Comm. of Wisc. v. C.B. & Q.*, 257 U.S. 563.) When the state and the federal government both validate a schedule of rates—one intrastate in character, the other applying on interstate traffic—a question must arise regarding which one applies on a given transaction. If the movement is purely local no problem should arise. However, there are times when doubt exists, and one will claim the intrastate rate applies, another will contend the interstate rate is proper.

On the other hand, when the only published rate is interstate, obviously this rate must be applied, because here is an instance where the supremacy of the federal power has been exercised to the exclusion of the power of the state. The state has remained passive.

In such a situation, the interstate rate applies, because of the failure of the state to act. Merely because no intrastate rate is published does not permit one to ignore the interstate rate on an intrastate shipment. As stated above, the published interstate rate is indicative of the fact that the federal government has occupied the field, to the exclusion of the state. There are at present many states where no intrastate rates are published; however, this does not mean that they cannot or will not publish them if they find them to be in the public interest.—*H. T. Griswold, Traffic Manager, Lamborn & Co., New York.*

# Should Traffic Men Have Professional Status?

*Of course, but before you have  
status, you must have standards*

By **JOHN H. FREDERICK**

*Transportation Consultant*

**N**O one who has observed the development of business in this country can avoid being impressed with the fact that over a period of years the various vocations or subdivisions of industry have tended to become professionalized. This has been true in the fields of management, purchasing, and accounting; it has been equally true of other endeavors—endeavors which at one time were considered part of the day-to-day work of the ordinary businessman.

The word "profession" is easily misunderstood. It does not mean that smug groups consider the work they do as better or more difficult than the work other people do. It means that certain criteria of judgment have been applied to a vocation. It means that:

- There is a reasonable compensation paid to those who work in the field.
- There is a reasonable opportunity for advancement commensurate with talent and devotion to the work.
- There is a high degree of attraction to the work.
- There are high ethical standards applied.
- There is a firm belief that the work is related to public service.

Professionalization may be brought about in several ways. One way is to prevent anyone from legally practicing a profession until certain educational and ethical standards have been complied with. This is the case with physicians, lawyers, pharmacists, and other

professional men who render so personal a service that they must meet certain standards before being permitted to practice.

Another way is that followed by engineers, architects, and the like, who serve the public in a semi-personal way. They practice without having to comply with such rigid standards as doctors and lawyers must meet, but must accept certain general rules prescribed by professional societies or even by law.

## Needed in Traffic

The reasons which have influenced other groups to organize for professional, promotional, and educational work are present in the field of traffic management. The basic reason why professionalization is needed in traffic management is that it will establish and maintain essential and uniform standards of practice. It will be another important step toward better standards and more efficient and economical transportation.

But if traffic management is ever to gain true professional status, several things must be accomplished.

*The public must be told of the importance of traffic management.* This is gradually being done—in part by trade journals, in part by associations like the American Society of Traffic and Transportation. But a lot more must be accomplished before the man in the

*(Continued on page 85)*



**FOUR KEYS TO THE  
PROFESSIONALIZATION  
OF TRAFFIC**





# LOOK AT THE PACKAGE

*It frequently shows the cause of damage*

By P. STEELE LABAGH

*Assistant Traffic Manager,  
California Packing Corporation*

IN discussing the question of who is responsible for loss and damage, the tendency is always to blame the other fellow. The originating carrier usually finds good reason to state that the damage did not take place on his line but must have occurred on on-carrying or delivery lines. These lines, in turn, place the blame on others. The shipper, of course, is always blameless.

Permit me to ask one question: How many shippers have during the past year actually inspected their shipping operations and car-loading procedures?

Our firm recently made a survey of its packaging and shipping methods. One of the first discoveries was that many of the cases of canned foods on the docks and in the warehouses were not being properly sealed. Now, it is of utmost importance that fibre cases containing canned goods be

fully sealed. The flaps should meet in the center and be square on the ends. Proper gluing and correct sealing increases the life expectancy of the case.

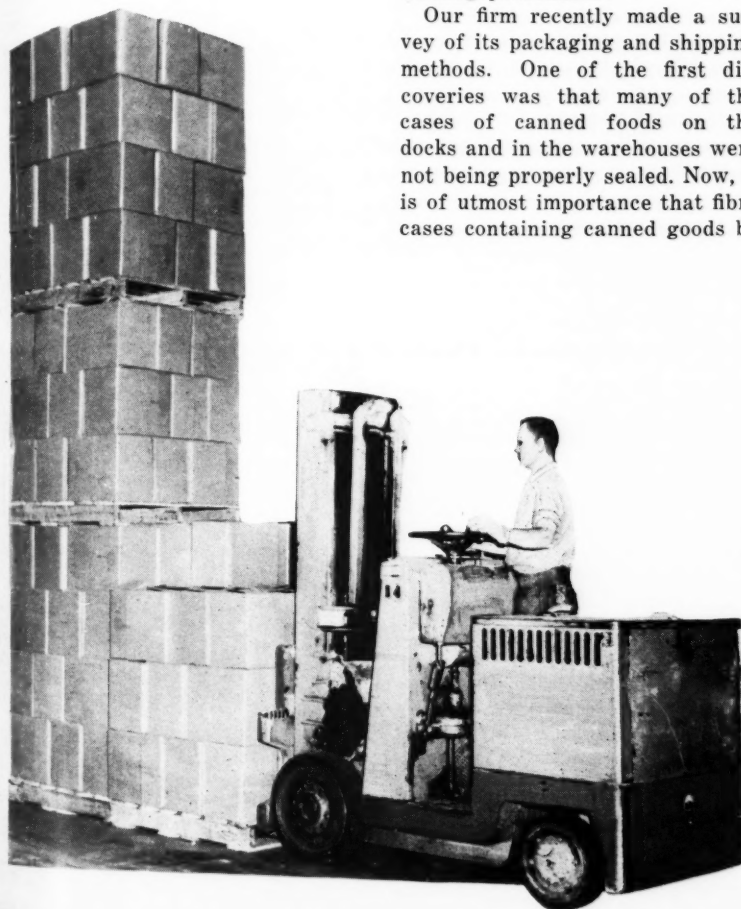
Tight sealing of cases has other benefits, especially where steamer movement is involved. The tight-sealed case prevents moisture, either from rain or sweat, from reaching the tins and causing rust.


## Rain Damage

Speaking of rain damage, we had an interesting experience recently in the Chelsea district of the New York docks. Packaged goods were being unloaded in a driving rain from the hold of a steamship. Most of the docks in this district have no aprons and many are double-decked. The procedure was for a small platform to be pushed out from the side of the dock, and on this a four-wheeled trailer was set. The goods lifted from the hold were put on the trailer. Two men are stationed at this spot, their exclusive job being to remove the hooks from the slingload.

During this operation, some goods were left on the slingboard on the trailer and were getting quite wet. Since the driver of the industrial tractor was delayed somewhere, the cartons just stood in the heavy downpour and got wet. The question was raised as to whether or not the two slingmen could not cover the goods with a tarpaulin, but this small task was apparently beyond their jurisdiction. When the tractor driver eventually arrived and removed the trailer load, the wet packages were taken to the pile and thrown in with the rest of the cargo. No

*(Continued on page 32)*



Introducing  the

# These young Macks are out to beat their dads!

Their great-grandfathers are still at work—but these new Golden Anniversary Macks have everything that made their ancestors famous.

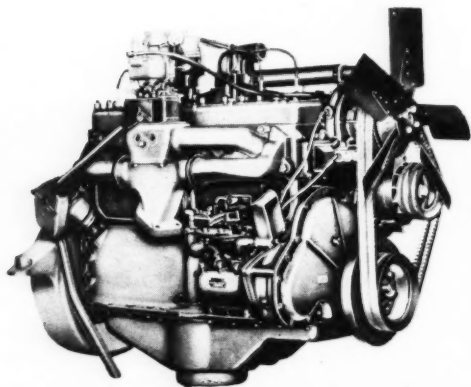
In these new Macks are all the built-in dollar-savers Mack is famed for—the greater stamina, greater strength that come from half a century of specializing in the development and the manufacture of commercial vehicles. All reasons why —“Mack outlasts them all!”

And introduced for the first time is the new *Magnadyne* Engine. Designed by Mack—it is

completely Mack-built in Mack's own engine factory. A worthy running mate for a power-plant that is renowned among truckmen the world over—Mack's great *Thermodyne* Engine.

Whether you need a truck for dependable, economical city delivery or for the longest, heaviest hauling task—there's a Mack for you now. Small Mack or big Mack, a Mack will work for *less per year* and for *more years with less absenteeism*. One Mack or a fleet—your Mack branch or distributor has dollar-saving facts for you.

## There's a Mack for your job with a great Mack



Originated by Mack, designed by Mack —completely Mack-built in Mack's new engine factory—the new *Magnadyne* Engine is money-saving news for truckmen. Mack-proved timing gears —gears that have never been known to wear out; the new triple-life manifold; directed jet-water cooling that increases valve life; a fully counter-balanced electrically case-hardened crankshaft—these and many other exclusive features and improvements add thousands of trouble-free miles, extra *working* miles, *earning* miles for Mack owners.



**THE NEW MACK A-30**—(21,000 lbs. g.v.w.) **NEW MA** is the dollar-saver Mack for oil dealers, **00 lbs.** lumbermen, farmers, stockmen and all truck **highw** operators who need a truck of the medium **(3)** a capacity class with Mack's built-in economy **A-20,** a stick-to-the-job stamina and Mack's rugged **omy to** ness and long life. **is ask**

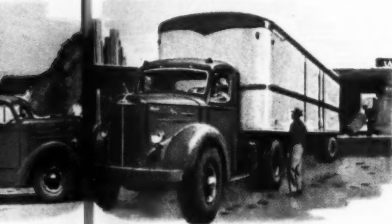


# Golden Anniversary Macks



**THE NEW MACK A-20**—(17,000 lbs. g.v.w.) offers grocers, packers, bottlers, department stores and others a small Mack with Big-Mack dependability.

## great Mack-built powerplant!



**THE NEW MACK A-40**—ranging in size from 10,000 lbs. g.v.w. to 45,000 lbs. (g.c.w.)—is in and all the highways type for long hauls, (2) a dump of the medium, (3) a six-wheeler and (4) a tractor. The A-20, A-30 and A-40 Macks bring Mack's rugged economy to virtually every hauling task a driver is asked to do.



**THE NEW MACK A-40S**—a six-wheeler Mack—is one of the huskies among these new Golden Anniversary models. Big job or little job—whatever your hauling task may be—turn it over to a tough, rugged Mack. See your Mack branch or distributor—or ask a representative to call.

Built like a Mack...outlasts them all!



*Modernize with Mack!*

Island City, New York branches and distributors in all principal cities for service and parts. In Canada: Mack Trucks of Canada, Ltd.

Printed in U. S. A.

# Settling Claims by Jury Trial

*A rail carrier may turn down a shipper,  
but it can't say no to a jury*

**T**HE shippers of this nation are losing large sums of money annually because they are too often unable to reach satisfactory settlements with the railroads on claims growing out of losses sustained in shippers-load-and-count shipments. It is the writer's belief that the shipper, by resort to a court of law, could have secured payment of many of these claims, and that if a sufficient number of such claims were litigated, the railroads would give more thought to the subject and might even suggest remedial legislation to the ICC.

In shippers-load-and-count cases in which the plaintiff asks for money damages, a trial by jury is the usual procedural method. The right to trial by jury is preserved by the Seventh Amendment to the Federal Constitution "in suits at common law where the value in controversy shall exceed twenty dollars." (For reference to preservation and implementation of the right to jury trial in Federal Courts, see Rules 38 and 39 of the Federal Rules of Civil Procedure.) In addition, each state has its own laws pertaining to trial by jury and the pertinent statute should be referred to before litigation is commenced.

In New York, for example, if the damages sought in a shippers-load-and-count case are less than \$250, a jury of six persons would be selected; however, if the amount were over \$250, either party could demand a jury of 12.

Although a discussion of evidentiary rules is beyond the scope of

this article, it might be well in passing to mention briefly the more important rules of evidence which apply to the type of litigation under discussion here. These would include judicial notice, presumptions, burden of proof, best evidence, hearsay evidence, book entries, declarations against interest, res gestae, admissions, confessions, parol evidence, competency of witnesses, opinion evidence, and examination of witnesses.

## Court Procedure

*(The procedure outlined below and that indicated in the example which follows, prevail in New York State courts; but the practices followed in other states are so similar that the former may be regarded as typical.)*

After the jury is selected and impanelled, the party who has the right to open and close makes the opening address. This is a substantial right, since it affords the opportunity to make the first impression on the jury. The decision as to which party has the right to open and close is determined from the pleadings. Usually the party who has the affirmative of the issue, or technically, the one who must sustain the burden of proof, is the one who possesses this right. The party who must sustain the burden of proof has to establish a prima facie case before he can rest. The defendant must then attempt to rebut or overthrow the plaintiff's case. Of course, the jury may lean toward the plaintiff, or vice versa. Therefore, much depends upon the

presentation of the evidence to the jury as well as upon the careful selection of the jurors.

Let us assume that Jones, a shipper, loaded and shipped a carload of merchandise via Railroad X to Smith, and that upon arrival of the merchandise Smith reported to Jones that he was several cases short. The car moved under a bill of lading bearing the notation "Shippers Load and Count," and investigation showed that the seals were intact upon arrival of the merchandise at destination. In due course, Jones filed a claim for loss which was eventually declined by the carrier. Jones can write off his loss or sue Railroad X in an effort to recoup it.

Let us presume that Jones is fed up with such shortages and claim declinations and decides to sue.

The action is commenced by service of summons and complaint upon Railroad X, assuming, of course, that Jones succeeds in serving the railroad with the summons. As a defense against the service the carrier can claim "lack of jurisdiction" or "undue burden on interstate commerce," or maintain that it is not "doing business" within the state. If any of these defenses are sustained, Jones' case would be dismissed without prejudice, and he would be obliged to begin again.

However, if the service is good, the railroad must answer Jones' complaint within a definite number of days, or the latter gets judgment by default. If Railroad X answers and denies the shipper's allegations, we have an issue. Jones claims that he shipped a definite



**By H. T. GRISWOLD,**

*Traffic Manager, Lamborn & Co., Inc.*

object to some of the evidence on the ground that it is "incompetent, irrelevant, and immaterial." The shipper must be prepared to meet attacks upon his evidence and upon the credibility of his witnesses. After Jones has presented whatever facts he has to show what was shipped, he should rest.

Railroad X must rebut Jones' case and show that he delivered all the merchandise Jones tendered to him—or alleges he tendered—or that Smith received a greater amount than Jones alleges he received. On cross-examination the railroad can attack Jones' witnesses in an attempt to show they are unworthy of belief, but it cannot besmirch the reputation or character of his witnesses. Character and reputation are not in issue, and the attorneys for either side may be expected to object to attempts to raise such an issue. The railroad may show that Jones' witnesses are lacking in veracity by proving that they have previously told untruths. However, such an attack merely goes to the weight of the evidence offered. The jury may give it little or no weight, or it may view it favorably.

When Jones rests, he will probably assert he has established a prima facie case, which the railroad will deny. The court must then as a matter of law decide if Jones has or has not established a prima facie case. If the court decides in favor of the shipper, the railroad must present its evidence, but if the court rules that the former has failed, he must present

*(Continued on page 66)*

number of cases and that Railroad X delivered a lesser number.

#### **Burden of Proof on Shipper**

Jones must now prove his issue by a preponderance of the evidence. The scales must tip more favorably toward Jones' evidence than toward that introduced by the railroad if Jones is to succeed. In other words, he must sustain the burden of proof by establishing the existence of a certain fact or a certain set of facts by evidence which preponderates to a legally required extent, in order to create a prima facie case in his favor. Jones is the party who must sustain the burden of proof by taking the affirmative.

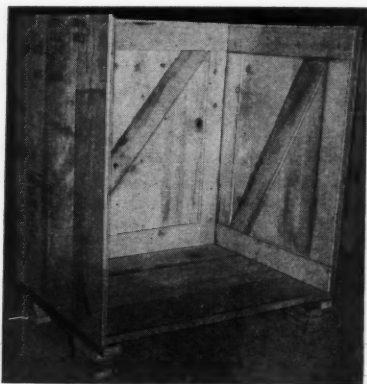
To sustain the burden of proof, Jones must introduce evidence by oral testimony. His witnesses should be able to testify that on a given day they loaded a certain freight car with a definite number of cases which Jones had sold and was consigning to Smith, and that a bill of lading setting forth a

proper description of the merchandise and reciting the number of cases on its face was tendered to an agent of Railroad X, who duly acknowledged it in the name of the railroad and initialed the lading.

After this oral testimony has been offered, Jones should offer the lading and have it marked for identification as an exhibit. He should then offer it in evidence. Jones could next offer in evidence such depositions as he may have secured from Smith covering the alleged shortage in the car upon arrival. Jones also should offer any book entries, such as tally sheets, warehouse records, etc. (C.P.A. 374-a), made in the regular course of business. Of course, the employees who loaded the car are competent witnesses regarding what was actually loaded and how the car was sealed. To be admissible, however, this type of testimony from Jones' employees must stem from their own knowledge and not from hearsay.

Jones must expect that in the course of the trial the railroad will

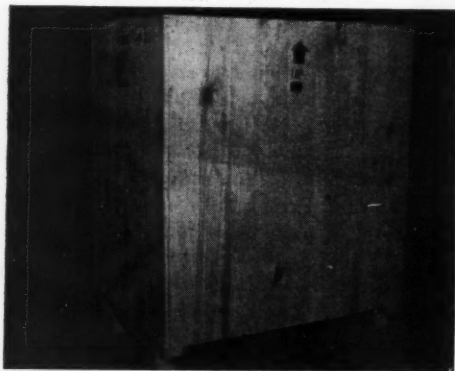




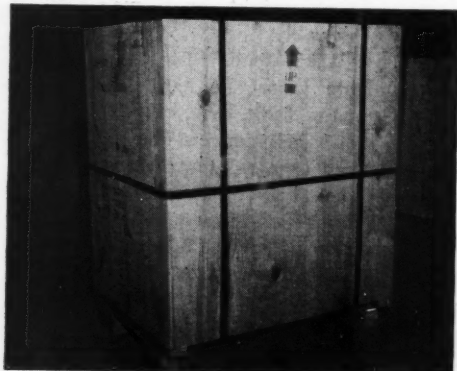
Interior of shipping case recently devised by Aramco's export packing experts



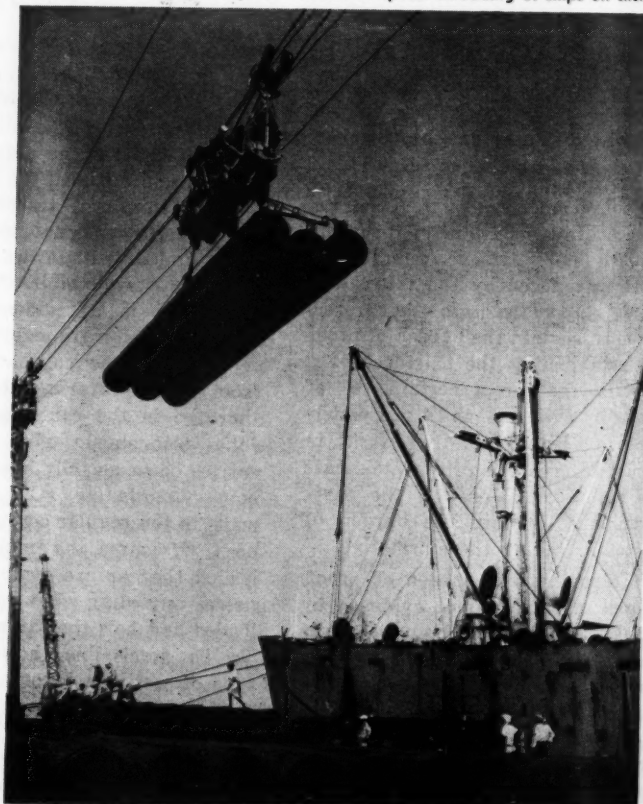
The case is designed for snug loading of cartons, leaving required amount of space



Vertical nailing of boards results in much stronger container with the addition of steel strapping



(Above) One of 58 shiploads of pipe sent to Arabia. Made in two sizes, pipe was nested with one length inside another to save shipping charges. (Below) Traffic division employs "Skyhook" device to speed unloading of ships off shore.





Until port facilities are installed on the Persian Gulf, ships must unload off shore onto lighters

# PIPELINE TO THE PIPELINE

*Arabian American Oil Co. combines traffic with purchasing in moving an enormous variety of equipment and supplies to the oilfields of Arabia.*

**By GEORGE STEPHEN,** *Traffic Superintendent,  
Purchasing & Traffic Department, Arabian American Oil Company*

**T**O what extent the traffic and purchasing departments should coordinate their functions depends, quite naturally, on the character of a firm's business. In most cases the coordination is nominal, since the major part of the traffic department's attention is taken up with sales and marketing activities. In the case of the Arabian American Oil Company (often referred to as "Aramco"), however, almost the reverse is true. This firm is essentially a production company, interested solely in the operation of extensive oilfield and refinery properties in Saudi Arabia. The marketing of its crude and refined product it leaves to its four parent companies.

Under these circumstances Aramco's traffic department as-

sumes a relationship to purchasing much different from that prevailing in the normal sales-minded company. As a matter of fact, so closely does traffic work with purchasing at Aramco that the two functions are actually merged in a single "purchasing and traffic department" under one manager.

The magnitude of the company's procurement program makes coordination between the traffic and purchasing divisions imperative. Every year the company spends many millions of dollars buying and shipping a tremendous tonnage of supplies to Arabia. The purchasing division's catalogue lists nearly 300,000 separate items making up this tonnage. Items are purchased from almost every section of the United States and from other

countries. Quite literally they include everything from needles to locomotives.

These items include the enormous variety of equipment and supplies needed for oilfields, refineries, a railway, and pipelines. In this category the Trans-Arabian Pipeline Company (Tapline), an affiliated company, recently completed one of the largest commercial shipments on record—58 shiploads of steel pipe for the construction of the company's pipeline in Arabia.

Many of the items bought and shipped are consumer items for the large community of Aramco's American employees in Arabia. In appearance this community resembles a suburb of any U. S. city,

*(Continued on page 44)*

# FREIGHT FORWARDERS:

*On the one hand, H.R. 5967 will remove confusion from ICC decisions and recognize what has long been a fact*

*Favoring H. R. 5967 (which has been passed by the House of Representatives, still awaits action by the Senate) was Giles Morrow, executive secretary of the Freight Forwarders Institute. Below is a portion of his statement to the subcommittee of the House committee on interstate and foreign commerce.*

ONE difficulty in explaining the forwarder problem is that most people have come to associate the term common carrier with a particular means of locomotion, such as railroad or steamship line. That should not be permitted to cloud the issues, because there have been indirect carriers throughout almost all transportation history, and it has been a fixed and unvarying principle of our law that ownership of equipment is not necessary to constitute one a common carrier.

Let me demonstrate how the freight forwarder fits into the transportation picture by taking a practical example and a practical viewpoint—the shipper's viewpoint. For my example I will take men's shirts, a well-known brand of which is manufactured in Troy, N. Y. The manufacturer not only has to make good shirts; to stay in business he must get them on the shelves of stores in cities, towns, and villages throughout the country.

For the purpose of my example I will assume that on a given day the shirt manufacturer has 500 shipments to go to as many different destinations throughout the

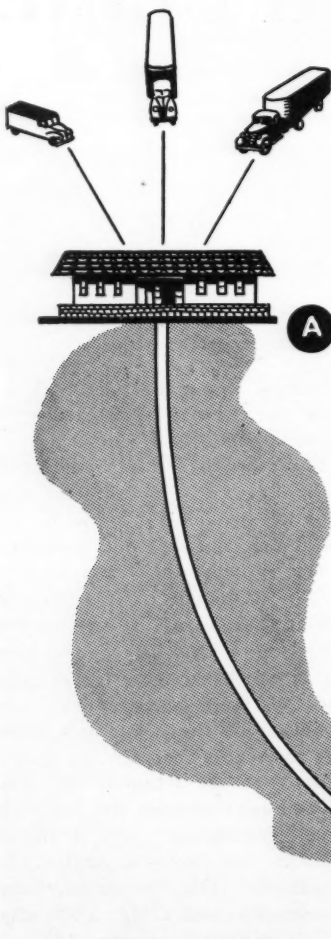
United States. The traffic manager of the firm is a highly skilled purchasing agent and the product he buys is transportation. He shops constantly for the best transportation available. He has in his files the tariffs of railroads, motor carriers, water carriers, express companies, the air lines, and freight forwarders. He also knows the parcel post rates.

Some of the smaller packages the traffic manager will doubtlessly send by parcel post. Some rush orders he will send by air freight, air express, or regular rail express. He would use these high-cost agencies where demands of speed outweigh considerations of cost.

## Shipper and Forwarder

After the special cases are taken care of the traffic manager will turn for the bulk of his shipments to railroads, motor carriers, and freight forwarders. He will find the rates of those three agencies pretty much in line with each other to most points. His selection will be largely governed by considerations of service, speed, and

*(Continued on page 34)*



Point at issue in current controversy is whether or not freight forwarders should be able to obtain preferential rates from highway carriers on "terminal-to-terminal" hauls (A to B). Assembly (to point A) and distribution (from point C) already have the approval of the Commission



# Both Sides of the Issue

*On the other hand, H.R. 5967 may injure highway common carriers unable to bargain for this desirable traffic*

*Opposing the legislation during the hearings of the subcommittee were a number of interests, among whom was the American Trucking Associations represented by Peter T. Beardsley. Following are excerpts from his statement, which questioned the wisdom of recognizing freight forwarders as carriers.*

THE problems which have arisen as a result of forwarder-motor common carrier relations are complex, to put it mildly; both the House and Senate committees dealing with transportation matters have recognized the impracticability of the Congress attempting to provide rigid, inflexible standards to govern relations between motor common carriers and forwarders. In the House committee report on H. R. 2764, the bill which amended section 409 of the Interstate Commerce Act to authorize the Commission to determine the basis upon which motor common carriers should transport forwarder traffic, the wisdom of this course of action was specifically recognized, as follows:

"It is, of course, impracticable for Congress itself to provide specifically by law what compensation

or payment common carriers should receive for performing transportation services for forwarders. To do so, would, in any event, be entirely inconsistent with the policy which is basic in connection with regulation of all transportation agencies, which policy is to lay down general standards, to be observed by carriers and applied by an administrative agency, governing the determination and fixing of the compensation for payment to be received for services rendered (H. Rept. No. 1516, 79th Cong., 2d sess., p. 7)."

## The ICC Should Decide

Accordingly, Congress delegated to the Commission the task of determining the basis upon which motor common carriers should transport forwarder traffic. The Commission was given a completely free hand in making its determination, subject only to two specified standards:

"(1) . . . in such manner as will be in furtherance of the national transportation policy declared in this act . . . (sec. 409 (a) (1);

"(2) *Provided*, That in the case of line-haul transportation between concentration points and break-bulk points in truckload lots, such terms

and conditions shall not permit payment to common carriers by motor vehicle of compensation which is lower than would be received under rates or charges established under Part II of this act, except to the extent that such lower compensation is found by the Commission to be justified by reason of the conditions under which the services and instrumentalities of common carriers by motor vehicle are utilized by freight forwarders and the character of the services performed by common carriers by motor vehicle and by freight forwarders."

Referring to the language just quoted, the House report states:

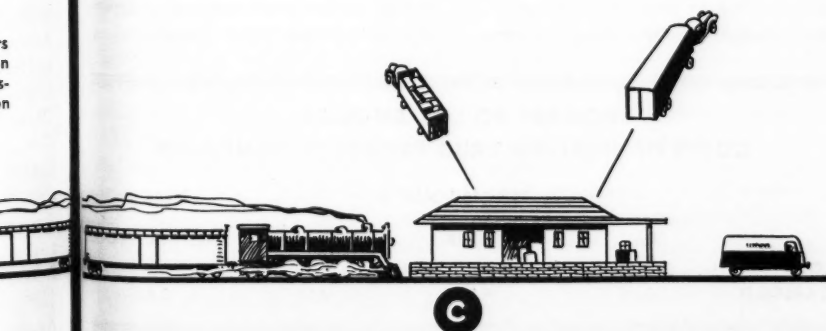
"It will be seen that this paragraph grants to the Interstate Commerce Commission broad powers, and the standard which is to guide the Commission in the exercise of those powers is the national transportation policy . . .

"The Commission, in prescribing terms and conditions, may impose all requirements reasonably necessary to prevent unjust discriminations, undue preferences or advantages, or unfair or destructive practices, and such other requirements as may be reasonably necessary to effectuate the objectives of the national transportation policy. For this purpose, the Commission will have authority to require the filing or disclosure of the amounts to be paid or served under any agreements entered into."

## Docket 29493 Decided

Pursuant to the congressional mandate contained in amended section 409, the Commission undertook to determine and prescribe the terms and conditions under which freight forwarders might utilize the services and instrumentalities

(Continued on page 47)





# POOLING



## ... for Cheaper Distribution

*In several centers, shippers have got together to consolidate their own LCL shipments on a non-profit basis*

**P**OOLING associates are functioning in several parts of the country. These cooperatives, set up on a non-profit basis to make up carload and truckload shipments and thus take advantage of the lower carload and truckload rates, are exempt from regulations under Part IV of the Interstate Commerce Act.

This section of the act states in part that "the provisions of this Part shall not be construed to apply (1) to operations of a shipper, for a group or association of shippers, in consolidating or distributing freight for themselves or for the members thereof, on a non-profit basis for the purpose of securing the benefits of truckload, or other volume rates . . ."

Another function of the pooling association is to enable the shippers to give better service to consignees. Better service is provided by control of freight at all stages of shipment (including tracing), careful supervisions of loads and loading, and lower losses due to damage in shipment.

Pooling cooperatives are set up to accept any and all freight under modified Rule 10, which states that:

" . . . When a number of articles for which the same or different ratings or rates are provided when in straight carloads are shipped at one time by one consignor to one consignee and destination, in a carload . . . they will be charged at the actual or authorized estimated weight and at the straight carload class or commodity rate (not mixed carload rate) applicable to each article, except as provided in Rule 12 and 45 of Official Classification. The carload minimum weight will be the highest provided for any

article in the mixed carload, and any deficit in the minimum weight will be charged for at the highest carload rating or rate applicable to any article in the mixed carload. . ."

A pooling association is formed of several shippers who desire to consolidate their shipments to obtain the lower carload rate. While it performs the same function as a freight forwarder, it is essentially a cooperative non-profit venture. In most associations of this kind, a board passes on the admissibility of members. Companies which do not ship an appreciable quantity of freight or are considered poor credit risks are not permitted to participate in the pool. Generally, rules and regulations are promulgated to guide the activities of the membership.

### Origin of Pooling

Pooling received some impetus during World War II, partly because of the shortage of raw materials and the general difficulty in supplying finished goods in volume shipments to central distribution points. For example, due to the scarcity of tin and glass containers it was found desirable to hold shipments to individual users until they could be pooled for carload distribution. While this method caused the consignee some delay, it was

not serious since he was held up a considerable length of time for the containers, anyway.

As for finished goods already packed for shipment to consignees, the pooling arrangement meant reduced transportation costs—a highly welcome factor in an era of skyrocketing costs. The shipments were usually pooled for consignment to a central distribution point.

Pooling is possible only when several shippers having an ample and consistent volume of LCL freight over a period are willing to cooperate. Another essential is that the traffic manager of the association is competent and can round up enough LCL freight from the various shipper members of the pool to make up carloads. By aggressively locating such freight, the association's traffic manager can make up for any intermittent declines in LCL volume from some of the members.

In fact, at least one of the pools expanded its membership after the war to compensate for a decline in individual volume of LCL available for pooling. What actually happened was that, as the total volume of some shippers' LCL freight expanded after the war, many began doing their own pooling independently of the other members. A

### NEWARK TO LOS ANGELES: COSTS OF SHIPPING DRUG PRODUCTS COMPARED

PER 100 POUNDS

	RAIL	TRUCK	FORWARDER	SHIPPERS' POOL
LCL	7.10	5.89	5.16	—
CARLOAD	3.14	4.14	4.14	3.87

practice like this is bound to continue in any pooling cooperative so that a perpetual program is always under way to expand membership and keep the association going.

When a group of shippers get together to form a pool, they establish first of all an office and engage a small staff to handle the routing and clerical work. To take care of the physical end of the business— assembling and loading cars—they set up a central depot. This need be no more than platform space located on a convenient railroad siding.

Loading at the cooperative depot is usually done by hired assemblers who employ their own equipment. Each shipment arriving at the platform is covered by the necessary bills of lading, listing the items to be shipped, the general destination of the shipment, and the name and address of the consignee. Following forwarding practice, the pooling office makes up a manifest covering the entire car. This document and the bills of lading are then passed on to the rail carrier.

The cost of shipping through a pooling association is very nominal (see table). It is generally less than through a freight forwarder, who charges the LCL rate, pays the railroad the lower carload rate, and takes the difference between the two in payment for the service he has performed. The forwarder's method of charging is justified by the time, trouble, and clerical work he saves the shipper. Under the cooperative pooling method, substantially the same benefits accrue to the shipper, but since there is no profit involved, the cost to him is much lower.

To the basic carload rate, the association adds the cost of platform handling, clerical work, handling at the distribution point, and drayage to the ultimate consignee. Together, these combined costs are normally lower than the LCL freight rate.

In the matter of loss and damage claims, these are handled by the association. Each claim filed with the proper carrier is therefore given the backing of the association, so to speak. Such a method of handling claims is also helpful to the carrier.

## Changes on Way in Moving Van

*Stress will be on higher work capacity*

**“YOU** and the truck manufacturers are a partnership that must swim together.” So said one partner—E. F. Hobbins, eastern regional vice-president of The White Motor Truck Company, Cleveland—to the other—the Independent Warehouse Movers Association—at a meeting which the latter held at the Hotel Claridge, Atlantic City, June 22-24.

About 7,500,000 American families move each year, Mr. Hobbins said, and more are moving all the time, owing to such factors as overcrowding and the trend toward decentralization.

Mr. Hobbins told the movers what he thought his half of the partnership could do to make the moving of these families a more efficient and profitable operation.

Up to the present, Mr. Hobbins said, the truck manufacturers have concentrated on performance. He felt that the time had come to take dependability “somewhat for granted” and concentrate on the work capacity of the truck—its “usefulness” and “productivity.”

“The basic structure of trucks for van service is about the same as it was a decade or more ago,” ac-

said. To accomplish this, truck manufacturers must reduce the distance from the bumper to the back of the cab “so that overall can be substantially reduced and still permit the use of the same size van.” In addition, he said, the wheelbase and the turning circle must be shorter and the front axle must tread wider.



The oldtimers worked hard

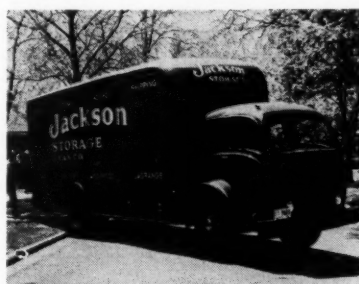
If drivers are to remain alert and friendly under today's conditions, operating facilities will also have to improve, Mr. Hobbins said. He noted that “less fatigue and less effort spent in driving make the driver a better contact man. . . .” One answer to better driving conditions is roomier and more comfortable cabs, the speaker felt.

Safety was another factor which Mr. Hobbins said must be given more thought. “Accidents are a tremendous waste and contribute to today's high cost of doing business,” he said. Improved visibility was cited as one of the ways the accident rate could be cut.

Truck manufacturers must also aim at reducing movers' operating costs, Mr. Hobbins asserted. “Every effort must be expended to keep the van on the road and out of the garage. . . .”

Cab and engine must be easy to get at, he said. “An easily accessible engine saves time getting at the repair job, reduces labor costs, and permits a better-quality job,” he told his audience.

Mr. Hobbins concluded by saying, “We're making progress in our search for more productive capacity for your moving vans. We're moving!”



Today's units can work harder

cording to the White executive. As a result, he felt, the van's “ability to handle more work has not been materially improved from the standpoint of coping with today's operating problems as compared with the truck of 25 years ago meeting the problems of 1925.”

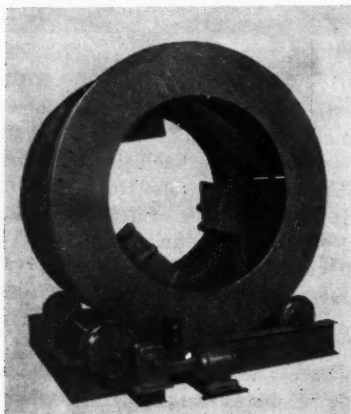
Mr. Hobbins cited congestion as one present-day operating problem. Trucks must be more maneuverable and easier to park and spot, he



# DA New Products News

## Tests Loaded Containers

Loaded paperboard, fibreboard, and wooden shipping containers can be tested for impact-resistance with a new device being manufactured by L. O. Koven & Bro. Machine has vertically mounted revolving drum consisting of hexagonal testing chamber supported by two flanged steel heads mounted on I-beam base. Body sections are of 3-in.-thick dressed fir on which are mounted specially designed tumbling baffles or hazards. Unit is motor-driven through speed-reducer and gears mounted on the integral I-beam base. Automatic counting device mounted on base and tripped by pins located opposite each baffle indi-



cates number of times container drops from one baffle to the next. Tester comes in two models for handling small-medium and medium-large containers. Model A, 6 ft. 6 in. wide by 7 ft. 6 in. long by 8 ft. 3 in. high, has 7-ft.-diameter testing chamber able to handle containers up to 20x20x20 in. and not exceeding 250 lbs. gross weight. Model B is about twice this size and takes containers from 20 to about 72 in. long and weighing up to 1,000 lbs. gross.

• L. O. Koven & Bro., Inc., 154 Ogden Ave. Jersey City 7.

## New International Models

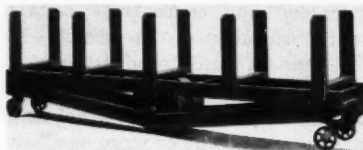
International Harvester has introduced 12 new 6-wheel truck models—elements of the company's recently introduced L-line. One of the major features of the new line is a new third differential mounted on forward tandem axle. Single propeller shaft runs to forward axle and from there through the third differential to the



rear axle. This construction is said to be improvement over usual power divider and two separate propeller shafts. Illustrated model is the LF-195 tractor, which has gross-combination-weight rating of 55,000 lbs. and is powered by Super Red Diamond 406 engine. Engine develops 154 maximum brake h.p. at 3,200 r.p.m. and has compression ratio of 6.3. Other features of the line include new steering system, new steel-flex frames, new transmissions, new bogie-to-frame mounting, dual drive axles, and new valve-in-head engines.

• International Harvester Co., Chicago.

## Bar Truck

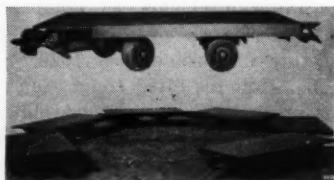


Heavy-duty bar trucks of steel-channel and I-beam construction are being manufactured by Palmer-Shile. They can be built to handle any load capacity, the manufacturer states. Units are tilt-type for easy handling of long stock, including tubing, and are of reinforced all-steel welded construction. Four swivel casters are said to make movement easy. Built to customer specification.

• Palmer-Shile Co., 12607 Mansfield, Detroit 27.

## Has Automatic Couplers

A fifth-wheel trailer with automatic couplers which link trailers 18 in. apart has been developed by Market Forge. All-steel unit has special locking device said to keep fifth wheel in line and prevent jack-knifing when



trailer train backs, and is stated to be ideal for handling heavy loads or for long hauls around docks, warehouses, or terminals. Capacity is 6,000 lbs. Ten-inch stainless-steel disc is used in the fifth wheel bearing of this rubber-wheeled unit. Axles are removable, and wheel hubs are semi-steel, fitted with hub caps designed to ward off glancing blows. Specifications are as follows: width, 36 in.; length, 72 in.; height of deck from floor, 12 3/4 in.; wheel base, 30 in.; minimum turning radius, 62 in.

• Market Forge Co., 25 Garvey St., Everett, Mass.

## For Handling Corrosive Liquids

Safe and convenient transfer of acids and other corrosive liquids from stainless-steel containers is possible with GS No. 17 pump, according to General Scientific Equipment Co. Unit is fitted with safety valve for air-line pressure and hold-down clamp to secure pump in container. It comes with 25 ft. of 3/8-in. air hose with male or female coupling and chuck attached. Lead tubes are suitable for hydrochloric, sulphuric, hydro-



fluoric, and other types of acids, while Saran-plastic tubes are recommended for nitric, muriatic, citric, phosphoric, and acetic acids, and for bleaches, peroxide, etc.

• General Scientific Equipment Co., 2700 W. Huntingdon St., Philadelphia 32.

## Clark Has New Scoop

Heavy-duty fork-shovel attachment announced by Clark can be used to handle loose materials like castings, forgings, coal, coke, and broken stone. Heavy, tapered, 7 3/4-in.-long tines are designed to ease their way into and under materials with minimum tractive effort and with least possible shock to truck. Hydraulically controlled shovel can be tilted up to 40 deg. above horizontal, including 10-deg. tilt of upright assembly. This is said to permit scooping maximum loads without ramming stock pile. Dumping angle of 48 deg., including 3-deg. forward tilt, simplifies load-discharge, Clark says. In illustration,



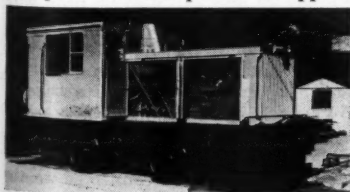
1,340 lbs. of forgings are scooped by attachment on Carloader model.

Clark's gas-powered Carloader is now available with Dynatork Drive, the company has also announced. Dynatork Drive transmits engine power to drive wheels by magnetic induction through an air gap. There is no friction-type clutch, and conventional transmission is replaced by constant-mesh, two-speed forward-and-reverse gearing. Drive is said to eliminate jerks, repeated gear-shifting in close quarters, and excessive waste of power. Reversal of direction without bringing machine to full stop is possible with Dynatork, according to Clark. A safety device has been incorporated in the new Carloader which returns direction-control lever automatically to neutral when driver leaves his seat. Lever cannot be moved from neutral until driver resumes seat or equivalent weight depresses seat to unlocking point.

• Clark Equipment Co., Industrial Truck Div., Battle Creek 11, Mich.

### Torque Converter Locomotives

Plymouth Locomotive Wks. has announced a new line of hydraulic torque converter locomotives said to have the following advantages: shocks and vibrations greatly reduced; engine cannot be lugged down or stalled; engine torque multiplied up to five times at stall; and infinitely variable reduction ratio automatically adjusts to load conditions. Torque converter is installed between engine and final drive, and there is no rigid or mechanical connection between driving and driven parts, power being transmitted entirely through a fluid mass. As a result, Plymouth says, shock loads cannot be transmitted to engine and torsional vibration or other irregularities of power-flow cannot reach train or cars. Shaft- or gear-breaking jerks are impossible, it is reported. Absence of steps or fixed ratios also means that a steady, uninterrupted flow of power is applied

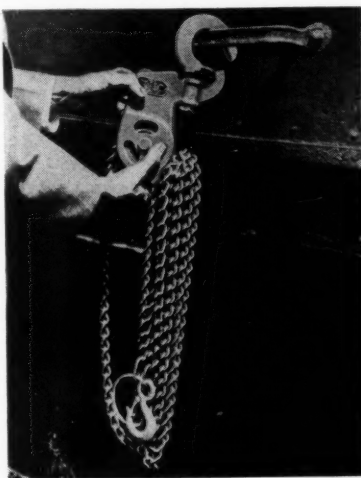


while load is being accelerated, according to manufacturer, for there are no intervals of clutch operation to permit changing of gears.

• Plymouth Locomotive Wks., Div. The Fate-Root-Heath Co., Plymouth, Ohio.

### Nolan Has New Model

The new model of the type H Nolan one-man boxcar-door opener, features a positive locking safety hook which cannot become detached in operation when attached to the boxcar door. It can be swung 180 deg., but, according to Nolan, locks itself firmly in place when assuming the pulling position. End of operating chain has been provided with safety hook—equipped with latch—to prevent accidental release from stationary point to which chain end is attached. Improved balance in tool design is said to assure automatic unlocking of pawl for chain stripping during operation of door opener. New model can open or close



the most stubborn boxcar door in 20 seconds or less, according to Nolan.

• The Nolan Co., 325 Pennsylvania St., Bowerston, Ohio.

### Chippacutter Scores

Chippacutter, recently put on the market by Chippewa Paper Products for cutting single- and double-face corrugated and other materials, is now being manufactured with a scoring device, the company has announced. According to Chippewa, manufacturers can make their own sample cartons with Chippacutter, using the new device to score the carton material in the proper place. It can also be used in packaging for scoring on the correct folding-lines.

• Chippewa Paper Products Co., Inc., 3315 W. 48th Place, Chicago 32.

### Rolls the Load

Ace pallet rollers, manufactured by Frank L. Robinson Co. can be utilized for taking over the movement of pal-



letized loads in areas which for various reasons are inaccessible to fork trucks; for example, in refrigerator cars with slatted decks whose capacity will not permit fork truck to operate, or on truck beds where there is danger of fork truck going through the beds. Units are available in four standard sizes—30x30 in., 36x36 in., 42x42 in., and 48x48 in.—and in three models: the Stevedore, which moves on large rolls and has capacity of 4,000 lbs.; the Swivel, which has full 360-deg. swivel movement and is available in models of 3,000- and 4,000-lb. capacity; and the Reefer, a model designed for use in slatted refrigerator cars.

• Frank L. Robinson Co., 1706 Broadway, Oakland, Calif.

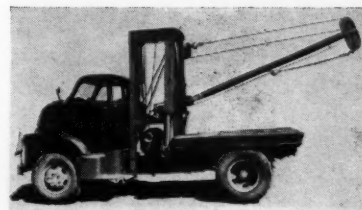
### Fire Extinguisher in Stainless

The Walter Kidde & Co. 2½-gal. portable fire extinguishers for water, soda and acid, and foam are now being made of stainless steel. This increases extinguishers' strength and pressure resistance and decreases overall weight, according to company. The new units are tested to 500 lbs. per sq. in. pressure instead of to former 350 lbs. Nozzles are of plastic, so operator can see if discharge passage is clear. Identification labels are permanently imprinted on the metal. Anti-freeze water extinguishers will continue to be made of silicon bronze.

• Walter Kidde & Co., Inc., 17½ Main St., Belleville 9, N. J.

### Hydraulic Truck Crane

Hydra-Lift, new hydraulic truck crane being manufactured by Pitman Mfg. Co., can be installed on any type of truck and used with any make of winch, the company reports. Simplicity of design and utilization of hydraulic power are said to make for low initial cost and low cost of upkeep. Driver controls all swinging and lifting from cab. Other features reported are: exact spotting of loads;



boom swings in 180-deg. arc—speed of swing regulated by driver from cab; boom can be used for straight-line pull, and when in full upright position, can be used to load and unload off truck bed; boom is of heavy seamless steel tubing and can be telescoped from 11 to 16 or 20 ft.; A-frame is of channel iron, welded and bolted together; outriggers are adjustable in height to allow for uneven terrain; hydraulic system can be run off fan belt or power take-off; capacity varies from 6,000 lbs. with boom at 11 ft. to 2,500 lbs. with boom at 20 ft.; takes up 35 in. behind cab.

• *Pitman Mfg. Co., 300 W. 79th Terrace, Kansas City 2, Mo.*

### Portable Nailer

Heller Co. has developed a portable foot-operated, automatic-feed nailer said to drive and countersink the longest Heller lock nail with one touch of foot pedal. Lock nails have greater holding power than ordinary nails, according to Heller. Nailer, which has two-way adjustable table to handle large variety of work, drives through light metal and prestwood, and into hard and soft wood. Feed chamber holds over 100 lock nails in a strip. The spear-pointed nails come in size range of  $\frac{3}{8}$  to 13/16 in. Driving mechanism is precision-built of tool steel.

• *The Heller Co., 2133-H, Superior Ave., Cleveland 14.*

### Two Ladders in One

A lightweight aluminum ladder which can serve as both a 10-ft. straight ladder and a standard 6-ft. step ladder has been placed on the market by Original Products Co. This handy two-in-one unit is of reinforced channel-type construction and has non-skid anti-slip pads on flared rails and protective rubber coating on legs and top to prevent marring surfaces. It weighs less than 15½ lbs., but steps can reportedly support over 600 lbs. each.

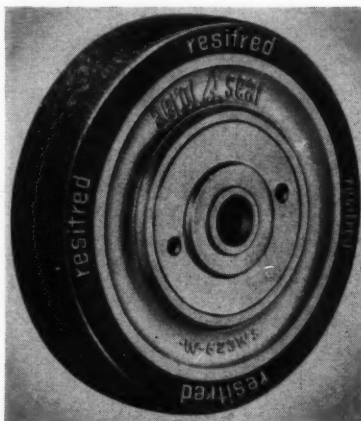
• *Original Products Co., P. O. Box 9155, Fort Worth 7, Tex.*



### Increased Rollability

Aerol has developed a tread material which is said to give its industrial wheels increased rollability, quietness, and load capacity. Resistred, composed of macerated canvas duck material impregnated with phenolic resin, and formed under pressure in precision mold, marks the first major development in resinoid-type wheels since their inception, according to Aerol. The new line, composed of the company's Aerol, Aerol-Seal, and Airlite wheels, is said to possess all the features of the manufacturer's aluminum alloy wheels and to be resistant to all common fats, acids, and greases. In addition, rust, corrosion and deterioration are reportedly eliminated, and the new wheels have a spark-proof quality. Resistred's natural sound-absorptive qualities are said to assure silent operation.

• *Aerol Co., Inc., 2820 Ontario St., Burbank, Calif.*



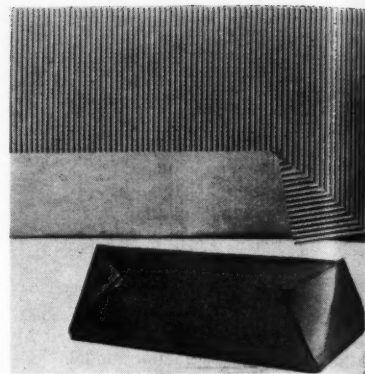
### Fights Fire with Fog

A fog nozzle said to extinguish oil, electrical, paint, and other types of fire with the least possible amount of water has been announced by Bete Fog Nozzle, Inc. Bete G-5 fire nozzle, described as self-cleaning and practically non-clogging, owing to patented spiral tip and movable core, can be switched from full fog to straight steam to complete shut-off by turn of handle. Unit gives full-cone spray pattern. Inner spray cone is said to provide safety to operator by eliminating air pockets and driving fire away. It can be operated on any pressure from 30 to 150 lbs., comes with standard "garden hose" thread, and is made of stainless steel and chrome-plated brass.

• *Bete Fog Nozzle, Inc., 85 Pierce St., Greenfield, Mass.*

### Corrugated Folds Like Paper

Shellcrease, a new corrugated board said to fold in any direction with the ease of wrapping paper, comes in stock rolls up to 72 in. wide and 250



ft. long or in cut-to-order sheets, according to Shelton Mfg. Co., Inc. Minute scoring marks in corrugation permit folding at any point—across corrugation or diagonally—and board reportedly can be rolled just as easily against corrugation as with it. A product wrapped in Shellcrease requires no other outside wrapping, company says, because flat surface is high-quality kraft. All types of fastening can be used, it is stated. Available in four weights: 35-, 55-, 70-, and 100-lb.

• *Shelton Mfg. Co., Inc., 42-24 Orchard St., Long Island City 1, N. Y.*

### Expandable Intercom

Intercom users can start with a two-station system and easily expand it at a later date, thanks to the use of "unit construction" in the master station, Executone announces. Expanding the system merely involves removal of the selector switch and replacing it with a seven- or 11-station "expansion kit." It takes but six minutes, Executone says, to disassemble the master station, replace the amplifier or selector switches, and reassemble the entire unit. Amplifier plugs into chassis, obviating need to solder connections. A seven-connection master can be expanded to accommodate 11 other stations, and investment in original equipment is protected, since original amplifier and housing are retained in expansion.

• *Executone, Inc., 415 Lexington Ave., New York 17.*

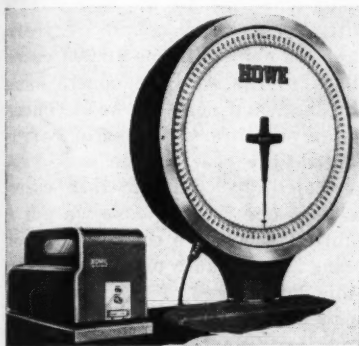
### "Reads", Prints Weight

Three years of research by Howe Scale Co. has produced Teleprint, a unit which "reads" the scale dial and prints the weight on tickets, forms, or roll tapes. It has been designed for use with the company's tape-drive dial scales and can also be used with its drop-weight units. Teleprint employs combination of electronic, electrical, and mechanical engineering, and has three components: a take-off device which is mounted as part of dial housing, a Servo amplifier, and a recorder unit. The two latter elements are remotely connected to the



take-off by cable and may be operated from 500 ft. or more with addition of cable. Operator can push print button any time during scale loading, but weight will not be printed until correct balance is attained, Howe says. Unit is adaptable to automatic weighing, it is reported, and speed is said to be one of its chief characteristics. It has been exhaustively field-tested, and is being tooled for volume production. Availability estimate is three months.

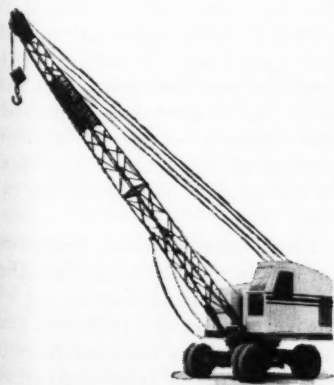
• The Howe Scale Co., Rutland, Vt.



### Heavy-Duty Crane Announced

Heavy-duty model 20 crane announced by Wayne is designed for industrial yard lifting and materials handling operations. Unit has lifting capacity of 6 tons at 10-ft. radius with standard counterweight and 10 tons with outriggers extended and auxiliary counterweight. It will accommodate 39-in. magnet or 1/2-yd. clamshell and dragline buckets. Crane travels, lifts, booms, and swings simultaneously or independently. Full 360-deg. operation, 7-ft. 8-in. wheelbase, and short turning radius facilitate operation in tight spots, it is reported. Unit travels at speeds up to 15 m.p.h.; its standard power unit is 62-h.p. 6-cylinder gasoline engine. Any of several makes of gasoline or diesel engines will be furnished on request.

• Wayne Crane Div., American Steel Dredge Co., Inc., Fort Wayne, Ind.



## Warehousing 'In the Middle'

### Egg-storage lost, Buffalo warehousemen freeze

By ETHELYN WELLER

WHEN distribution patterns change, public warehousemen are among the first to suffer. For a time, it seemed that Buffalo warehousemen, particularly those with cold storage facilities, were in for some suffering. The pattern had changed. A city that was once a hub point for radial distribution was fast becoming a "city in the middle." Public warehousemen who for years had been earning their bread and butter by storing in-transit goods for distribution around the hub's rim suddenly found themselves by-passed. The sorest spot of all was egg storage.

Mr. A. T. Pause, office manager for Merchants Refrigerating Company, puts it this way: Eggs would be brought into the warehouse all during the spring season, stored, and later distributed to points in the surrounding territory.

"There is now a definite change in the picture. Buffalo has become a city in the middle between terminal points east and west. Such merchandise is no longer held in Buffalo warehouses; it is no longer necessary to maintain a stockpile of supply at the hub of a giant wheel. When a big wholesaler wants a truckload of eggs he can have them brought, fresh, from as far away as Wisconsin in a couple of days in a modern truck-trailer mechanically refrigerated."

Warehousing in the middle cost some Buffalo warehousemen a third of their volume. They didn't stay in the middle long.

### New Operations Developed

It can be said quite literally that Buffalo warehousemen were egged on to new things. Buffalo is in one of the world's great fruit and vegetable growing areas, and of late years several large poultry farms have been launched near the city. The warehousemen got big-quantity canned-goods storage from the local canneries and went after the products of

the newer frozen-foods-processing plants. In addition, dry storage eggs helped offset the loss of cold storage eggs.

Many warehousemen in the area have set up one or more large deep-freeze rooms where temperatures are held at 35 or 40 degrees below zero. Customers bring in processed foods and leave them for freezing and storage.

Some of the warehouses are going a step further. They are setting up equipment making it possible for customers to process frozen foods before freezing. Merchants Refrigerating Company, for example, reserved space in its Fuhrman Boulevard plant last fall for a patron who brought in quantities of fresh corn on the cob. The customer's own employees prepared, boxed, and cartoned it, and the cartons were palletized and moved into a deep-freeze room. After a specified time, the pallets were moved to a holding room for storage prior to final distribution. Owing to palletization, handling was at a minimum.

In all, over a half million pounds of corn were processed and packed at Merchants last fall for local and overseas consumption. To Merchants, this meant income from the space leased for processing in addition to the regular revenue from the blast freezer and the holding room.

### Merchandise Men Affected

Buffalo's dry-merchandise warehouses were also hit. Commodities once stored-in-transit in Buffalo are now trucked straight through from the West to New York City, or vice versa. The merchandise men were also in the middle.

They got out of it by soliciting the business of the super-markets established in the area in recent years, and they made their efforts pay off. Few of these chains have adequate facilities of their own, and they are now storing tons annually in the large, efficient public facilities.

## LOOK AT THE PACKAGE

(Continued from page 17)

one thought of setting them aside to dry out.

Here's the point: If those cases had not had an opening on top between the flaps, the risk of damage would have been far less. As it was, rain seeped in and rusted the tins. Only proper inspection of cases by the shipper will help moderate damage caused by rough handling.

Our company has conducted a number of experiments, and one of them involves our method of packing bottled catsup in corrugated cases. After many kinds of drop tests, we have found that packing the catsup bottles with necks down eliminates nearly all breakage.

### Palletizing

The use of pallets has been a tremendous factor in lessening damage. Our cannery operations are now completely palletized. Boxes of fresh fruit and vegetables are placed on pallets in the field—and in many instances this is practically the last manual handling they receive until they are loaded in the car for shipment to buyers. Obviously, the more times a package is handled, the more chance there is for damage. By doing away with handling,

therefore, we have reduced the damage potential.

Most of our palletized shipping is confined to interplant movement, but we do receive a large proportion of our supplies on pallets. Our incoming cars are now unloaded in a fraction of the time formerly required. We are looking forward to the day when the carriers will publish rates on pallets, enabling us to use them in shipping to buyers. Until either the carriers publish sufficiently low rates or a satisfactory disposable pallet is developed, palletized shipping on transcontinental movements will remain limited.

More thought should be given to the construction of pallets, especially to those used in shipping canned foods. This is particularly imperative in the case of pallets used by steamship companies. Their present heavy, all-purpose pallet has one outstanding fault — because the pallet boards are so far apart, cases are damaged when they are thrown on it. And stevedores have been known to throw cases from one pallet to another from a distance of six feet!

A number of ideas have been put forward regarding the loading of cars, such as the glued-load method. Although we have tried

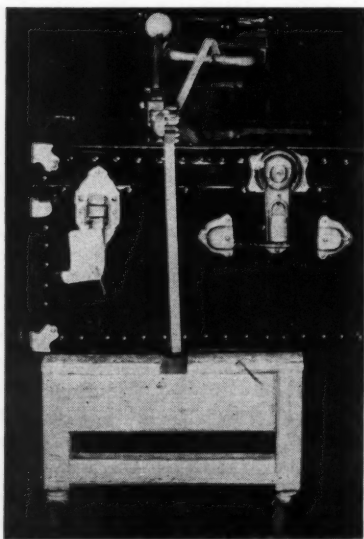
this method, we have always gone back to the method recommended by the Association of American Railroads—namely, the brick wall or block method of loading. All things being equal and assuming ordinary handling by the carrier, goods loaded by this method will arrive in perfect condition.

### Testing Gets Results

Some experiments are costly. This one has to do with tight-fitting cases. A couple of years ago we shipped some 10,000 cases back to the Atlantic coast, some by land and some by sea. There were six different types of corrugated-fibre cases. Some were represented by different-size cases, and in one type of case we put a fibre pad between the two rows of cans. The result of the tests on this latter type of case, with the pad between the upper and lower rows of cans, both by steamer and by rail, showed that these cases contained more damage than any other case. One of the outstanding results of the whole test was that the tightest case we used in that experiment had the least amount of damage.

Last year it was decided to make further tests along the line of tighter cases. For these tests, four carloads of canned goods were used. Rather than take the time of sending them to eastern destinations it was arranged with the railroads to simulate the switching operations in their own yards in Oakland. Naturally, it is the switching operations which cause most of the damage. These four cars were gathered in Oakland from the various plants, and the stage was set with slow motion cameras and photographers, together with railroad officials and ourselves. A string of 10 gondolas was tied down, and then each car was taken separately and impacts of given amounts were given to each car. The speed of the impacts was tested in two ways.

First, there were impact-recorders in all four cars. The other method of testing was to put explosive caps on the rails and time the explosion as the cars traveled over the caps. A later comparison



Dept. of Defense

### Strapping Costs Cut

A SQUARE-SHAPED stool-like device with four rollers is now being used by the Seattle Port of Embarkation Transportation Division for banding boxes, trunks, and like items at a substantial saving in man-hours. It is estimated that 2496 man-hours are required annually for banding at the port, and that with the new banding device this total can be cut by 832 hours with a resulting saving of \$1,040 annually.

The banding stool, which cost only \$4.25 to construct, is mobile and permits banding operations without having property moved to a stationary platform. Small objects may be banded easily through use of the intersecting slots on the surface of the stool which allows the banding metal to be slipped around the item.

The device was developed by Lee White, a laborer in the baggage and household goods branch of the Port Transportation Division.

of the stop-watch timing and of the impact-recorders proved them both to be practically the same. The method used to simulate the switching condition was to instruct the engineer to let go of the box car when he had reached the number of miles per hour that we designated. The car, after being released from the engine, traveled the short space designated and time-collided with the string of gondolas. The first car received seven impacts, ranging from four miles to  $5\frac{1}{4}$  miles per hour. (The recommended maximum rate of speed for switching operations is four miles per hour.) In this car there was a total of 700 heavy damaged tins.

The second car received six impacts, ranging from six miles to  $10\frac{1}{2}$  miles per hour. In this car there were 3,200 damaged tins.

The third car received one impact against the gondolas after traveling at the rate of  $13\frac{1}{2}$  miles per hour. The number of heavy damaged cans in this car was 7,500, and the number of light damaged cans was 8,400, making a total of about 16,000.

The last car received three impacts, ranging from four to seven miles per hour, and there were 1,000 heavy damaged cans. There were two different types of cases in these cars. The experiments proved that the carriers were sound in their original recommendations, that cars containing canned foods should not be switched at rates of speed higher than four miles per hour. The other important fact was that the tighter the case, the less the damage.

Corrugated cases, when receiving impacts, naturally compress to a certain extent. Our tests showed that where tighter cases were used less space developed in the ends of the cars than on cases previously used. The test also showed that the tighter case developed less heavy dents through rough handling than the loose case. As expensive as it was, I believe that the cost was well warranted, because of its ultimate effect of getting our shipments to destinations with less damage under ordinary conditions.

## How to meet a payroll (at a cost of \$3.19)



**Twenty-four hours** before factory payday, another check-writing machine was needed *fast*. At 10 A.M. plant manager ordered one from supplier 400 miles away. He specified Air Express, the service regularly used to keep production rolling. 26-lb. carton delivered same day at 2 P.M.—in time! Shipping cost only \$3.19!



**\$3.19** was total cost—and included door-to-door service! Air Express is the most convenient way for you to ship or receive—in addition to being the world's fastest transportation method.



**You get round-the-clock** service with Air Express. Shipments go on all flights of the Scheduled Airlines. Air Express is service you can *count on* to keep your business rolling in high gear.

### Air Express gives you all these advantages

**World's fastest** transportation method.

**Special door-to-door service** at no extra cost.

**One-carrier responsibility** all the way.

**1150 cities** served direct by air; air-rail to 18,000 off-airline offices.

**Experienced Air Express** has handled over 25 million shipments.

Because of these advantages, regular use of Air Express pays. It's your best air shipping buy. For fastest shipping action, phone Air Express Division, Railway Express Agency. (Many low commodity rates in effect. Investigate.)



Rates include pick-up and delivery door to door in all principal towns and cities

A service of  
Railway Express Agency and the  
**SCHEDULED AIRLINES of the U.S.**





## (Continued from page 24)

The rate which the railroad, forwarder or motor carrier charged the shipper, in a single lump sum, would not be retained in its entirety by either of them. It would be split up with another carrier or carriers in most instances. But the man shipping the shirts is concerned only with the

This bill does not deal with or concern the charge which the shipper pays to the forwarder. It is concerned solely with the manner in which the freight forwarder deals with and splits up the total revenue with the motor carriers he employs. The great difficulty is that some people refuse to view these arrangements which forwarders make with motor carriers for what they are—that is, inter-carrier arrangements, just like the inter-carrier arrangements which the railroads and motor carriers make with each other.

The shipper in Flint is solicited by the forwarder, has a forwarder tariff, and knows the local truckman to call for the pick-up of his shipment. The motor carrier, having joint arrangements with the forwarder, gives the shipper a through bill of lading in the forwarder's name. (In some cases a receipt is issued by the motor carrier which is later exchanged for the through bill of lading of the forwarder.) The movement by motor carrier from Flint to the forwarder consolidating station at Detroit is known as an assembly movement. By its order in Docket 29493 the Commission has ap-

"When records indicate overcharging or undercharging, the battery should be checked to see that all cells are functioning; charging equipment should be checked to see that it is correctly adjusted; and instruments should be checked to see that they indicate correctly."

proved the making of agreements between the forwarder and motor carrier as to this movement.

At Detroit the shipment is unloaded on the forwarder's platform where there are other shipments which have come in by assembly service from Lansing and other towns as well as shipments which have been picked up in Detroit by the forwarder with its own or with contract draymen.

At his Detroit terminal the forwarder, of course, has shipments for movement to points throughout the United States, but for purposes of the illustration we will assume that he has, on a given day, only 18,000 or 20,000 pounds for movement to Key West or other southern points. This is less than the minimum amount required for a rail carload, but it will constitute a truckload. That would, in itself, probably cause the forwarder to select a truck to move the shipments to Cincinnati, the next stage in their journey. There might be other reasons—the truck service might be faster, the charges by truck might be less.

So the forwarder would load his 18,000 or 20,000 pounds, including the shipment from Flint, in a truck, seal the truck, and dispatch it to Cincinnati, under an agreement with the truckman. This is what the ICC has described as "terminal-to-terminal." It is this service which the Commission has said may not be continued under agreements between the forwarder and motor carrier.

At Cincinnati the truck from Detroit is unloaded on the forwarder's platform and the freight is reworked. There the shipment from Flint is further consolidated with shipments that have come in on similar service to Cincinnati and from Cincinnati proper. In all likelihood the forwarder would have sufficient south-bound freight at Cincinnati to load regular carloads by rail to points such as Atlanta and Miami. The Flint shipment is, accordingly shipped as part of a rail carload to Miami. For this service the forwarder has always paid the railroads their published carload rates.

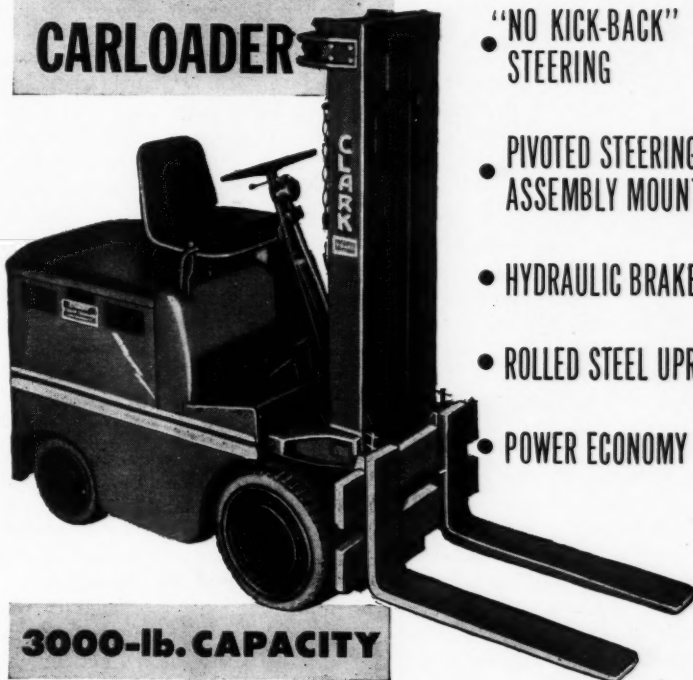
(Continued on page 36)

**EVERY TESTED, PRACTICAL  
FEATURE DEMANDED BY  
EXPERIENCED, cost conscious**

**USERS**

**IS BUILT INTO THIS**

*Entirely New*  
**CLARK Electric  
CARLOADER**



**3000-lb. CAPACITY**

*Increased Speed.*

*Capacity... Compactness  
and Maneuverability*

**CLARK  
IS YOUR  
BEST  
BUY**

For complete information concerning this important advancement in the science of modern low-cost materials-handling, fill in and mail this coupon.

**CLARK** ELECTRIC AND GAS POWERED  
**FORK TRUCKS**  
AND INDUSTRIAL TOWING TRACTORS



INDUSTRIAL TRUCK DIVISION • CLARK EQUIPMENT COMPANY • BATTLE CREEK 11, MICH.  
Please send: ☐ Elec-Carloader Literature ☐ Movie Digest ☐ Material Handling News  
Name \_\_\_\_\_  
Firm Name \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

AUTHORIZED CLARK INDUSTRIAL TRUCK PARTS AND SERVICE STATIONS IN STRATEGIC LOCATIONS

- **AUTOMATIC ACCELERATION**
- **STEERING COLUMN DIRECTIONAL CONTROLS**
- **"DEAD-MAN" SAFETY CONTROLS**
- **"NO KICK-BACK" STEERING**
- **PIVOTED STEERING AXLE ASSEMBLY MOUNTING**
- **HYDRAULIC BRAKES**
- **ROLLED STEEL UPRIGHTS**
- **POWER ECONOMY**
- **24-INCH LOAD CENTER RATING**
- **"HI-LO STACK" UPRIGHTS OPTIONAL**

# How Bekins Builds 'Em

*Canadians hear talk on warehouse construction*

CANADIAN warehousemen recently received what amounted to a short course in the construction of a household goods warehouse from one of their brethren south of the border. Milo Bekins, president of Bekins Van & Storage Company, a Pacific Coast household goods operation on long and successful standing, told delegates to the CWA convention early in the summer what he knew about building a warehouse. As it turned out, he knew plenty.

Here, in brief, is what Mr. Bekins had to say:

● *About Location* — In large cities, build on main road, where advertising value is greatest. New middle-class residential area is good — preferably with surroundings built to about 60 per cent of capacity. This allows for growth of community and extends useful life of warehouse. If used solely for household goods, warehouse should be able to serve 40,000 to 50,000 people within a three-mile radius.

● *About Layout and Planning* — A building 70 feet wide and 90 or 108 feet long is ideal. This permits inter-column spans of 17½ feet in one direction, 18 feet in the other — an economical floor design. Alley or back-street entrance is important. So is sufficient property in rear; it will mean economical movement of equipment.

Five or six stories are desirable, depending on required square footage. Multi-story building increases advertising value. Aisles should be laid out with minimum waste space — aisle space produces no revenue. Typical Bekins floor would have 1275 feet of aisle space out of a total floor area of 6300 square feet — a loss of 20 per cent. It would have 100 feet of five-foot piling depth, 50 feet of nine-foot depth, 50 feet of six-foot depth, 100 feet of 10-foot depth, 180 feet of 11½-foot depth, and 15 feet of 17-foot depth.

Small lots can be placed beneath mezzanine racks and light goods on top of racks. Racks should be built in where piling depth is not over four or five feet. Height of racks

should be five feet in some instances, six in others. Liberal use of mezzanine and trunk racks increases revenue capacity.

Top floor can be partitioned. Half the floor can be used for storing upholstered furniture and rugs. Racks should be 13 feet deep so a davenport and two chairs can be placed in one rack. An alternative is to use cartons for upholstered pieces. By using top floor, which has higher ceiling because of slope in roof, rugs can be stored upright and hung from rods in ceiling. Place inserts in concrete so rods can be hung from ceiling. Shorter rugs can be put on shelves in the same room.

Small vaults can be built on first floor for silverware and other valuables, and for company books.

By placing elevator lengthwise in the building, only one fireproof door is needed on each floor opening. Truck can back up directly to outside elevator door. Platform dollies about 38 inches wide and 5½ feet long are ideal for loading and unloading directly from truck.

For automatic sprinklers, ceiling height of 11 feet 6 inches in the clear (giving clearance of 10 or 10½ feet) allows a foot or 18 inches under sprinkler heads.

One interior stairway and a fire escape are cheaper than two interior stairways. Steel stairs are cheaper than concrete.

● *About Construction and Design* — Reinforced concrete in both walls and floors is good. Plywood wall forms give smooth finish to walls. Good concrete is important, and use of electric vibrators during pouring gives compact wall with little or no danger of moisture-absorbing rock or air pockets. Concrete floor should be smooth. Floor loads of 100 pounds per square foot are ample for household goods. Some time after the floor has been laid, it's a good idea to use a floor hardener and then wax the aisles. This eliminates concrete dust and permits pushing furniture down the aisles short distances without using trucks.

## FREIGHT FORWARDERS

*(Continued from page 35)*

At Miami the consolidated carload is broken up, and a motor carrier dispatches the Flint shipment to Key West, under an arrangement with the forwarder, and delivers it to the consignee. This is the converse of assembly service, and is known as distribution service. The Commission has approved agreements between forwarders and motor carriers as to this as well as assembly service.

From this illustration it will be seen that the terminal-to-terminal truck movements, which this bill intends to preserve, are but connecting links in an over-all pattern of operations. Out of the rate which the shipper at Flint pays the forwarder, the forwarder in turn must pay the carriers who perform the various services I have described and have enough left for his operating expenses and a profit if he is to stay in business.

It is of interest to note, in connection with the illustration, that a recent survey shows there are 209 cities throughout the United States where one or more forwarders maintain a consolidation or distribution station, corresponding to the five key cities shown on the map. From these 209 cities freight is assembled and distributed from and to literally thousands of smaller points in every corner of the nation.

For 50 years . . . freight forwarders [have been] held by the courts to be common carriers in the only sense in which that term has any meaning at all, namely in their public aspects. A common carrier does not become such because he contracts with or makes joint rates with another carrier. He is a common carrier because he holds himself out to the general public as such.

The cases involving the status of forwarders generally arose because in the early days the forwarders, and the similarly-situated express companies which grew up along with the forwarders, frequently sought to avoid



# EATON

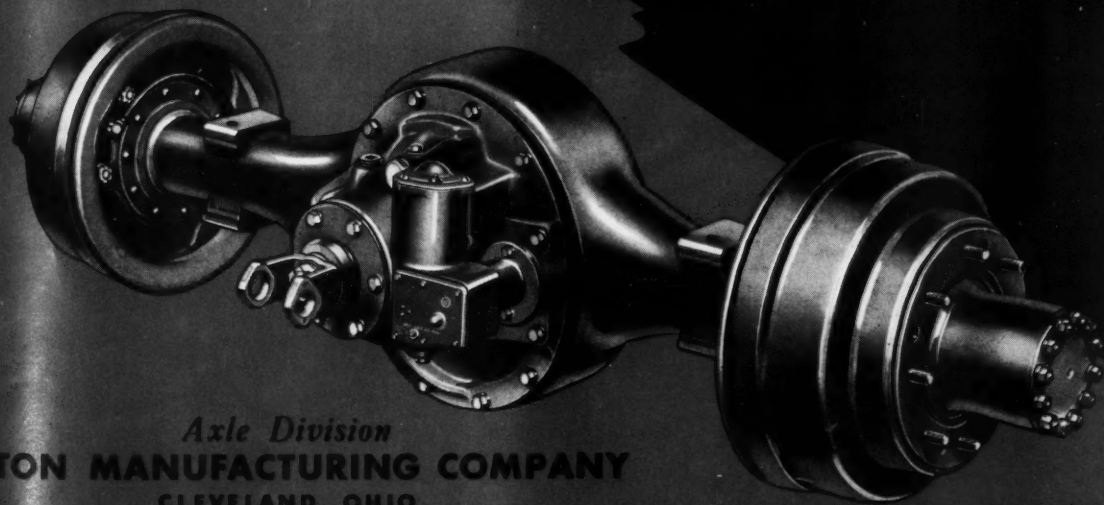
## *2-Speed Truck*

# AXLES

## pay for themselves seven different ways

*Faster Trips • More Pay-Load Miles  
Longer Truck Life • Lower Operating Costs  
Lower Maintenance Costs  
Less Shop-time • Higher Trade-in Value*

The advantages which Eaton 2-Speed Axles contribute to truck operation are made possible because they double the available number of gear ratios. With a flick of his finger, the driver can select a ratio best suited for pulling power or speed. This reduces strain and wear on engine and truck, cuts gas and oil consumption, saves running time. Ask your truck dealer to prove that Eaton Axles more than pay for themselves. Available for most trucks of the 1½-ton class and larger.



*Axle Division*

**EATON MANUFACTURING COMPANY**

CLEVELAND, OHIO



PRODUCTS: SODIUM COOLED, POPPET, AND FREE VALVES • TAPPETS • HYDRAULIC VALVE LIFTERS • VALVE SEAT INSERTS • JET ENGINE PARTS • MOTOR PUMPS • MOTOR TRUCK AXLES • PERMANENT MOLD GRAY IRON CASTINGS • HEATER-DEFROSTER UNITS • SNAP RINGS • SPRING TITLES • SPRING WASHERS • COLD DRAWN STEEL • STAMPINGS • LEAF AND COIL SPRINGS • DYNAMATIC DRIVES, BRAKES, DYNAMOMETERS

# NO ROOM for high costs here!



That's right! There isn't any room for high costs where Yale Material Handling Machinery is used. Goods are piled up in a hurry—and so is economy. For Yale Trucks make the job easy—lift, transport and high stack enormous volume per day.

You want to cut your per-ton handling costs. You want carriers loaded and unloaded faster. Fewer damage claims and demurrage charges are also on your list. So is full use of storage facilities. You want the smooth flow of goods that only the elimination of back-breaking lifting and moving can assure.

Yale Material Handling Machinery is versatile and adaptable. Types and capacities are available for every need. Whatever your handling problem, the nearby Yale representative will gladly apply his many years of experience to help you obtain substantial economies in time, effort and money. Phone him today or write direct to Yale.

## THE YALE & TOWNE MANUFACTURING CO.

Roosevelt Boulevard

Department L-155

Philadelphia 15, Pa.

L-38



SCALES—Industrial • HOISTS—Hand and Electric • TRUCKS—Hand Lift... Electric... Gasoline... Diesel

# DARNELL

## CASTERS

**Enjoy the advantages of easily movable equipment, full protection of floors and the elimination of damage to equipment due to wracking — at no additional expense over ordinary casters and wheels.**



DARNELL CORP. LTD. Long Beach 4, Calif.

60 Walker St., New York 13, N. Y.

36 N. Clinton, Chicago 6, Ill.

the rigorous duties imposed on common carriers. Sometimes they tried to avoid that responsibility by a contract inserted in the terms of the bill of lading. Such is the case in *Block vs. Merchants' Despatch* (6 S. W. 881), decided by the Supreme Court of Tennessee in 1888. Holding the clause disclaiming responsibility to be invalid, the court said:

"The duties which it undertakes, and which it holds itself out to the public as willing to undertake and perform, give it that character. In very many cases it has been expressly adjudged to be a common carrier, and in others, such has been assumed to be its character, without a discussion of the question."

The court then went on to compare freight forwarders and express companies, saying:

"The writers say that dispatch companies are common carriers, and class them with express companies because of the many points of similarity in their business, and the fact that they alike generally

use the vehicles of others in transportation of freight. . . ."

Failing in efforts to contract away their common carrier liability some of the early forwarders advanced the argument that they could not be common carriers because they did not own or manage the means of transportation used in actually carrying the goods. The courts many times held that ownership of equipment is not necessary to constitute common carriage.

### Then Came the Trucks

Development of the motor carrier industry enabled the forwarders to add still another element, perhaps the most important of all—that of coordination of the services of different types of carriers to form a unified through service. It fills one of the greatest needs in the LCL field, and carries into practical application the coordination which is urged as desirable by the national transportation policy.

It was natural that freight forwarders and motor carriers should correlate their services. The forwarders provided the motor carriers with a valuable outlet and permitted them to participate in the movement of traffic which would not otherwise have come to them. By using motor carriers forwarders were enabled to provide a universal service, gathering and distributing freight to and from wide areas surrounding their consolidation and break bulk points.

In very many cases forwarders were also able to use motor carriers to advantage for the terminal-to-terminal haul.

Accordingly a flexible basis of contract was employed. To the motor carriers this is the same thing as interline traffic, the traffic which they exchange with other motor carriers. Indeed the forwarder relieves the motor carriers of many duties, obligations, and costs which he cannot avoid in the case of ordinary interline traffic. Solicitation, billing, claims work, tariff publication, and many other things are done by the



# why monkey around...



...with complicated  
distribution  
set-ups?

When you can get complete, streamlined **SERVICE and RESPONSIBILITY** from one large company with facilities for

- ✓ Pool Car Distribution
- ✓ Local Cartage
- ✓ Warehousing
- ✓ Motor Freight Service

...located at every logical distribution point in the Northwest!

**Call** your nearest  
CONSOLIDATED agency  
or  
**Write** for information.



"A complete  
transportation  
service"

**CONSOLIDATED  
FREIGHTWAYS**  
GENERAL OFFICES  
PORTLAND 8, OREGON

freight forwarder which the motor carrier would have to do in the case of traffic turned over to another motor carrier.

There is no basic or practical difference between the so-called assembly and distribution movement and the terminal-to-terminal truck movement. Whether the traffic moves from shipper's door to forwarder's platform, or between two stations of the forwarder, it is still moving in forwarder service, and it is the same to the motor carrier, and, of course, it makes no difference to the shipper who looks only to the forwarder.

Under part IV of the Interstate Commerce Act, the Commission is given every power over forwarders, and their rates, charges, and practices which it has over any common carrier. Forwarders are required to file tariffs naming all of their rates, regulations and practices, and the Commission's power to suspend, investigate, and fix the measure of rates is identical with the rate power under parts I, II, and

III. Forwarders must obtain permits before they can operate, based on a showing that they are ready, able, and willing to perform the service and that it will be consistent with the public interest and the national transportation policy.

Freight forwarders must keep accounts and records in the manner prescribed by the Commission and file annual and special reports showing the results of their operations. They are subject to the same requirements as to bills of lading as are all other carriers. They may not extend credit except as authorized by the Commission. The penalty provisions of part IV are identical with those in other parts of the act.

Finally, it is highly significant that freight forwarders are restricted by section 418 of the act, to the use of common carriers. They cannot use contract carriers or private carriers, as any shipper has the right to do. If the forwarder is a shipper, as some people claim, why this restriction on the carriers he can use?

(Continued on next page)

## Scoop Switches to Switching

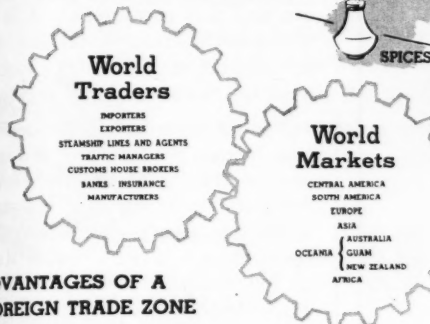


WHEN Miller Brewing Co., Milwaukee, makers of High Life beer, purchased a Model HM Payloader scoop manufactured by The Frank G. Hough Co., Libertyville, Ill., it expected to use it for such conventional tractor-shovel chores as handling coal, loading trucks, and plowing snow. But somebody got the bright idea that the power, four-wheel-drive traction, and mobility of the unit made it ideal for use as a switcher in the company's railroad yards. A second vehicle, without front-end bucket, was purchased; and the company installed

specially-designed bumpers on either end. The transformation proved so successful that a call was put in for still another unit; now two of them are on active switching duty 24 hours a day and are operating at a rate of better than 2,500 switches per month. It is reported that they "walk" over rails from one job to the next, push or pull as conditions dictate, and team up to put derailed cars back on the track in short order. One machine is said to push ten 40-ton cars up a grade on a sharp curve.

## Geared Together for World Trade

Imagine a "Foreign Island" within the United States, free from customs restrictions, duties, bonds and warehouse time-limits...that's Foreign Trade Zone No. 4 at Berth 60, Los Angeles Harbor. Duties are paid **ONLY** when the goods pass into U. S. Customs territory.



### ADVANTAGES OF A FOREIGN TRADE ZONE

Manipulate goods (label, classify, sample, mix, repack, recondition, grade, assemble, sort, clean, bag, polish and test)

Stockpile Critical Materials • Store Indefinitely  
No Customs Restrictions • No Duties or Bonds required  
until goods enter U. S. Customs territory

## LOS ANGELES HARBOR

BOARD OF HARBOR COMMISSIONERS

City Hall, Los Angeles 12, Calif.

Write Dept. 14 for World Ports Served and Sailing Schedules

Los Angeles Harbor is the front door to a Southern California population of 6,000,000 persons—4,000,000, alone, reside in the Los Angeles metropolitan area. This is a concentrated, immediate purchasing power area.

**Los Angeles Harbor is the best Port to Ship TO and THROUGH.**

### The ICC's Attitude

Now let us see what the policy of the Commission is. In the *Acme Fast Freight* case, which created the necessity for the original legislation, the Commission dealt with the question of whether the forwarder could utilize contract carriers by motor vehicle. The Commission said:

"Forwarding companies, such as applicant, are engaged in common carriage for the general public. It is our present view that the shipments for which they assume responsibility cannot lose their identity as shipments in common carriage at any stage of the transportation service which the forwarding company undertakes to provide, and that they are not, therefore, shipments which can lawfully be transported by a motor contract carrier (8 M. C. C. 211, 227, 1938)."

If that policy is to be changed now, and forwarders are no longer to be viewed as common carriers, in all fairness the restriction should be lifted, and forwarders should be permitted to use contract carriers

or private carriers just as any shipper plainly has the right to do.

From the facts I have recited I think two things are established conclusively and beyond challenge. First, freight forwarders were always held to be common carriers at common law, and second, they have been subjected to comprehensive regulation which imposes upon them every common carrier restriction, obligation, and duty.

Now let me direct attention to the two provisions of the law which it has been held do not treat forwarders as common carriers but withhold from them some of the rights which all other parts of the act grant unreservedly to common carriers. I will refer first to the section authorizing agreements between forwarders and motor carriers, and come to the definition of a forwarder a little later.

As I have shown, the most vital reason for the enactment of forwarder regulation in 1942 was to prevent the joint rate arrangements which forwarders and motor carriers have established from being terminated. H. R. 3684, the bill on

which hearings were held by the House committee in 1941, and which formed the basis of the Forwarder Act, contained a provision for continuance of joint rates as a permanent basis of relationship between forwarders and motor carriers.

However, during the hearings it was pointed out that there are certain technical differences between joint rates as they exist between the physical carriers, and the arrangements which an indirect carrier such as the freight forwarder makes with the motor carriers. The late Commissioner Joseph B. Eastman, who assisted the congressional committees drafting the legislation, suggested that a workable substitute might be to provide for a special type of rate to be published by the motor carriers to take the place of the divisional arrangements under joint rates. (See p. 137 of hearings on H. R. 3684, 77th Cong.).

The original act provided, in section 409, for a temporary continuance of existing joint rates, and in section 408 a substitute method known as assembly and distribution rates was authorized. Section 408

# Electric Protection against Fire • Burglary • Holdup

Aero Automatic Fire Alarm

Sprinkler Supervisory and  
Waterflow Alarm Service

Watchman Supervisory and  
Manual Fire Alarm Service

Burglar Alarm — Holdup Alarm



Controlled Companies of

**AMERICAN DISTRICT TELEGRAPH CO.**

155 SIXTH AVENUE

NEW YORK, N. Y.

Central Station Offices in all principal cities



**NEW**

**MODEL-H NOLAN**  
**1-Man Car Door Opener**

New safety and efficiency features now make the Nolan 1-Man Car Door Opener a more necessary labor-saving, money-saving help than ever before!

**NEW** improved balance assures automatic unlocking of pawl for chain stripping during door opening or closing operation.

**NEW** safetyhook swings 180 degrees; locks positively in place before pulling; cannot become detached.

**NEW** safetyhook with locking latch prevents accidental release when pulling.

**Opens Doors in**  
**20 Seconds or Less!**

No gangs needed. No mangled limbs or loss of life. A few quick pulls on anchor chain gets any door open in a jiffy. The NOLAN saves its low initial cost in first hour of operation.

**FREE LITERATURE**  
Order one or more  
NOLAN Model-H Car  
Door Openers now.  
Catalog on request.

**\$29.50**  
F. O. B. DOWERSTON

**THE NOLAN COMPANY**  
100 Pennsylvania Street • DOWERSTON, OHIO

was intended to provide a permanent and satisfactory basis upon which to continue the coordinated forwarder—motor carrier service. But while that section may have been attractive in theory it proved wholly unworkable in practice.

After Congress had twice extended the temporary provisions of section 409 in the hope that assembly and distribution rates would be established under section 408, the present section 409 was enacted in February, 1946, so as to provide for agreements between forwarders and motor carriers. It is the Commission's interpretation of that amendment which brings about the need for the present bill.

The Commission said, in effect, that it could not interpret and apply section 409 without first laying down its construction of the status which has been assigned to freight forwarders. It defined that status as follows:

"... Freight forwarders have been subject to regulation, but it is plain that the Congress has carefully refrained from declaring them to be carriers. They are to be treated, as we construe the law, not as regular commercial shippers or as carriers, but as agencies of transportation functioning in the similitude of public utilities, assuming certain definite obligations toward the public they serve, and employing the regular system of common carriers to render the underlying transportation services which they obligate themselves to supply. (272 ICC 413, 445.)"

The additional reason cited by the Commission was a finding that there is little difference in the cost of handling terminal-to-terminal traffic of the forwarders and the cost of handling non-forwarder truckload traffic. The evidence does not support that finding, but, of course, the Commission did not need to make such a finding because, as the dissenting Commissioners pointed out, if we are outside our proper sphere we could not make the agreements anyway, and no other facts are necessary.

## What H.R. 5967 Will Do

Section 1 of the bill clarifies the status of freight forwarders by adding, following the words "gen-



## United Pre-Planned Moving includes many special services

Specialized packing and crating is a science that United Van Lines agents have achieved to perfection. U.V.L. techniques are completely modern, saving time and money. United movers are equipped to take on any assignment—packing and crating household and office equipment for shipment to any part of the world. Whenever there's personnel moving to do, call your United agent—he will take the details off your hands. See Classified phone book or wire Moving Headquarters, St. Louis 17, Mo.

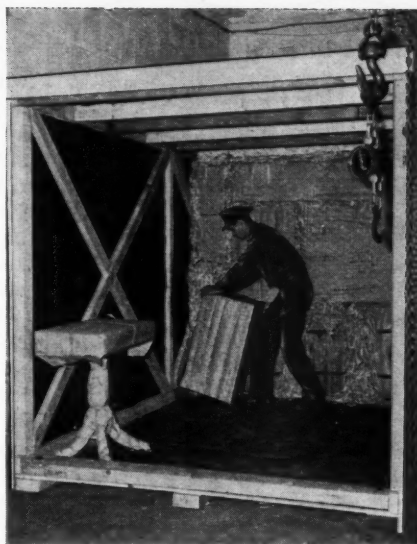


2373

# United VAN LINES, INC.

"Moving with Care Everywhere" ★ Over 350 agents in U. S. and Canada

United Vans exclusively are <sup>®</sup>Sanitized for Cleaner, Safer Moving



Loading waterproof household goods lift-van: destination Africa. That's "Moving with Care Everywhere!"

eral public," the words "as a common carrier." Stripped of nonessentials, the definition would then provide, in section 402 (a) (5), that a freight forwarder is any person who:

(1) Holds itself out to the general public as a common carrier to transport property for compensation in interstate commerce, and

(2) (A) assembles and consolidates and breaks bulk and distributes shipments, (B) assumes responsibility from point of receipt to destination, and (C) utilizes common carriers subject to parts I, II and III of the act.

The change in the definition proposed by the bill does not change any policy that has existed in the past, but it clarifies that policy. It does not break down any relationships that have existed in the past but prevents long-standing relationships from being changed by interpretation.

Section 2 of the bill is a complete rewrite of existing section 409. It contains a simple, two-paragraph provision for contracts, under regulatory provisions almost identical

with those applying to divisions between carriers as found in other sections of the act.

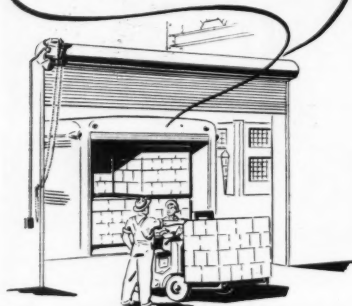
The Commission approved agreements for assembly and distribution service because, among other things, it found the service to be "very important in maintaining the coordinated forwarder-motor-carrier service . . ." It made no such finding in the case of terminal-to-terminal, but the facts are just as persuasive that terminal-to-terminal arrangements are fully as important to the maintenance of the coordinated service.

The Commission's own report in this case shows, on page 441, that three of the larger forwarders have a total of 570 terminal-to-terminal movements. One individual forwarder has 272 terminal-to-terminal movements. These are the movements that would be affected by the order. Now, literally thousands of assembly and distribution movements are involved, because for every terminal-to-terminal haul there are many A&D hauls. If you pull out the "key" service, of course, the whole service suffers.

So this is an important part of forwarder service which is at issue. As the minority of the Commission point out in their dissent, the Commission has previously developed, through former proceeding, *In Re. Term. to Term. Transpt. Charges of Livery M. Frt.* (44 M.C.C. 591), the importance of terminal-to-terminal service, and in that proceeding, held under the existing section 409, the joint rate arrangements as to such service were approved.

It is impossible to foretell exactly what the full effect of cutting off these terminal-to-terminal arrangements would be. It would have an adverse effect on forwarder service, and it would very likely reflect itself also in the rates which the shipper would pay. How serious that effect would be can only be determined by experience. The forwarder would, of course, try to move the traffic under some other arrangement. The only thing that can be stated with certainty is that there would be a slowing down of service, the discontinuance of some service, and very likely an increase in certain forwarder rates.

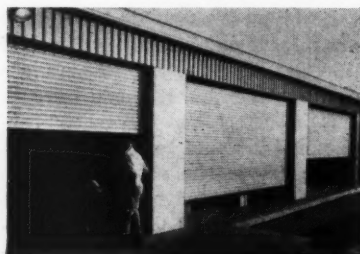
PILE IT HIGH -- RIGHT  
BY THE DOORWAY. THAT  
KINNEAR ROLLING DOOR  
DOESN'T NEED ANY FLOOR,  
WALL OR CEILING SPACE!



**MORE  
USABLE  
SPACE**

is only one of the advantages of  
**KINNEAR ROLLING DOORS**

You can make full use of all floor and wall space around doorways at all times—with Kinnear Rolling Doors. They open straight upward, coiling into a small space above the lintel. Until closed again, they stay completely out of the way of all plant activity, safe from wind or other damage. And they provide an extra measure of all-metal protection against fire, theft, intrusion, storms, or damage of any type. Available any size, with motor or manual control. Easy to install in old or new buildings. Write today for complete details.



**The KINNEAR Manufacturing Co.**  
Factories: 1240-50 Fields Ave., Columbus 16, Ohio  
1742 Yosemite Ave., San Francisco 24, California  
Offices and Agents in Principal Cities

**Saving Ways in Doorways**

**KINNEAR  
ROLLING DOORS**

## PIPELINE TO THE PIPELINE

(Continued from page 23)

with its attractive homes and gardens, winding streets, school and a full-fledged supermarket. Construction materials are shipped from the United States and Europe. Throughout the year the purchasing and traffic department must keep the community supplied with necessities.

Whenever an employee needs clothing or other personal articles unobtainable in Arabia, he places his order through the department in New York. Thus, a familiar piece of cargo on almost any ship that is loading company supplies in the U. S., is a big shipping case containing dozens of packages of these individual purchases.

### How Coordination Works

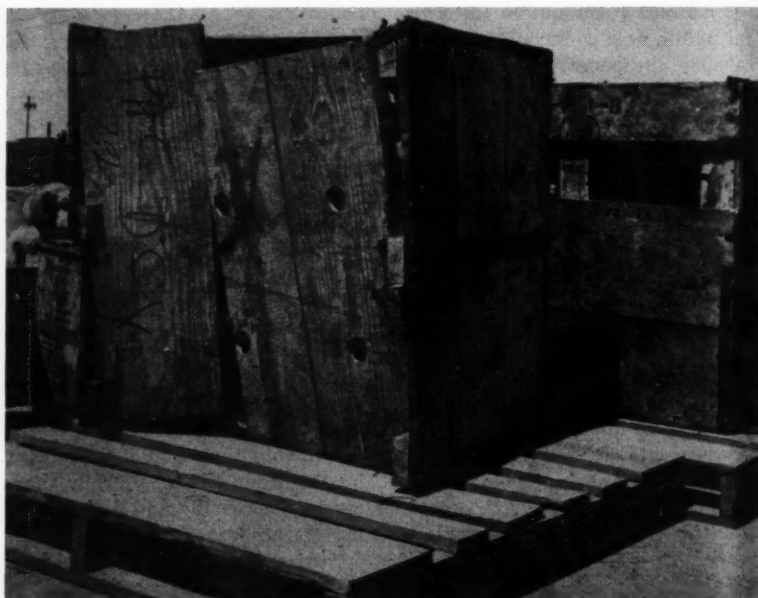
Faced with such a complex program, then, the traffic and purchasing divisions have no other choice but to work closely together. At every stage, from the moment the requisition is received from Arabia to the moment the item is delivered in Arabia, the purchasing division must consult traffic for information on transportation routes, rates, and schedules. Conversely, the traffic division must know what supplies are being purchased, when they will be ready for packing and

from what points they are to be transported.

The department has evolved a system sufficiently integrated, yet sufficiently flexible, that the vast tonnage is coordinated for movement direct from inland vendors to scheduled vessels loading for Arabia, making the use of seaboard warehouses unnecessary.

Also, typical of the integration of purchasing and traffic activity is the computation of landed Arabian costs. World-wide quotations are analyzed on the basis of currencies acceptable in payment, point of origin, price, quality, availability of inland and ocean transportation services and transportation costs.

A further factor influencing traffic-purchasing coordination is the considerable distance between ports in the U. S. and the company's oilfields in Arabia. After a voyage of 7500 miles across the Atlantic to the Indian Ocean, a ship must turn north and travel 1500 miles off the regular shipping lanes into the Persian Gulf. Normally it requires about five months to complete the cycle from the time a requisition is drawn in Arabia until the arrival of the goods. For this reason, the department tries



Because of severe damage suffered by packing cases formerly used by Aramco, traffic division's export packing section designed new cases, like that shown on Page 22.

to project its work five months ahead.

Were the flow of purchased supplies uniform from month to month, the task of planning ahead would not be remarkable. Due to a variety of causes, however, there are constant fluctuations, so that both divisions must keep in constant touch to anticipate and deal with them. The traffic division's responsibility in this regard is to analyze future shipping requirements and attempt to have the steamer space available at the desired time.

#### Packing Carefully Studied

Once a purchase has been arranged and the commodity is ready for shipment, the traffic division takes over. Because of the unusual conditions under which cargo is unloaded and handled in Arabia, the traffic division pays the utmost attention to export packing. When conditions warrant it, Aramco sends an export packing specialist into the manufacturer's plant and he directs the preparation of the commodity for shipping.

With a common-sense attitude toward costs, the traffic division's packing experts draw the line at low-value items which can sustain a fair amount of rough handling without too much loss. Cartons of paper towels, for example, are shipped in their original cartons; the cost of a wooden crate would exceed the value of the towels. On the other hand, it has been found feasible to pack rolls of wax paper in wooden boxes, because this higher-value commodity is worth the protection.

Aramco was confronted with a very difficult transportation problem during the early stages of development. No deep-water docks were available on the Persian Gulf coast of Arabia. This situation made it necessary to land the initial equipment and supplies on the beach by barges. Later, barge piers were installed and the cargo was unloaded from vessels anchored in an open roadstead approximately three miles from shore and lightered to the barge piers. This method of operation was costly and resulted in a large percentage of loss and damage regardless of efforts to adequately protect the

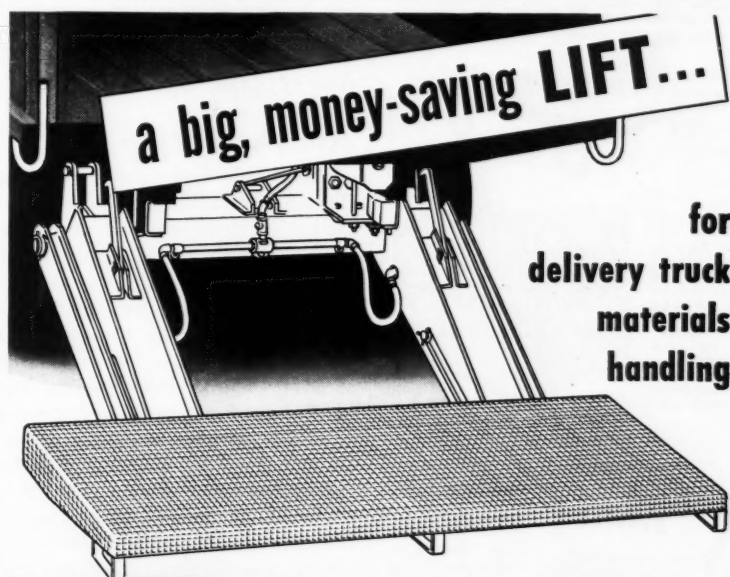
material with rigid export packing.

When the volume reached substantial proportions surveys were made to determine the most efficient method of unloading vessels and transportation to the interior. The Saudi Arabian Government participated in the surveys and decided they would construct and operate a deep-water port and common carrier railroad to provide efficient transportation for Aramco and encourage the development of the country's natural resources. Aramco was given the task of pur-

chasing, transporting and constructing the port facilities and railroad.

The port facilities were recently completed. Also, 120 miles of the 380 miles of the railroad have been completed and are now operating as a common carrier.

While it is anticipated that these new transportation facilities will ultimately improve material handling problems, it will be necessary to continue rigid export packing specifications until the Arab nationals acquire the experience



The Hercules Load-N-Gate lifts, lowers or holds stationary loads with effortless ease.

#### PLUS-PROFIT FEATURES

- Safety-tread, non-skid platform
- Exclusive power in both arms handles off-center loads without strain
- Single lever control operated at rear from either side of platform
- Extends only 4 1/2" below chassis frame



Please send me literature on the Hercules Hydraulic Load-N-Gate

HERCULES STEEL PRODUCTS CORPORATION, GALLION, OHIO

NAME \_\_\_\_\_ TITLE \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_

## HERCULES Hydraulic Load-N-Gate

Whatever the load—crates, kegs, drums, boxes—you can get it on the truck and off faster, safer and at less cost with a powerful, hydraulically operated Hercules Load-N-Gate. Easily installed on any standard size truck, the Load-N-Gate will pay for itself in a short time in eliminating costly, time-consuming and dangerous loading and unloading by hand. Mail the coupon below now for free literature.



# DOLLIES, SKIDS & TRUCKS

Typical Ironbound Money-Savers  
Built to meet tough requirements

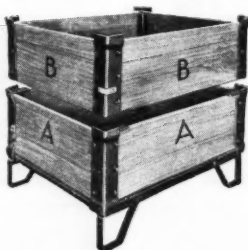


● One of a full line of dollies. Has shaped hardwood frame for comfortable hand grip. Equipped with four swivel casters. 3" dia. wheels—choice of steel or rubber.

● The Ironbound "safety-skid" with rounded corners, flush angles and countersunk bolts. This construction assures greater operator safety at a minimum of cost. Still the low-cost time proven method for handling of materials.



● Skid with safety-type legs and reversible box top. Built so that additional skids and box tops can be tied to any height. One of the many specially designed skid super structures—Ironbound engineered—for lower cost material handling.



● The RollTruk is a heavy duty truck that easily lifts and moves cylindrical items weighing up to 2000 lbs. Various models for more efficient handling and transporting of paper rolls, barrels, drums, kegs, etc. Please ask for illustrated Bulletin 10RT.



● Popular as an all-purpose general merchandise unit. Ruggedly constructed—selected hardwood deck. Equipped with rubber tired or semi-steel wheels.

Ironbound engineers will help you with your handling problems. We design and build super structures to handle special products at lower handling costs.

Ask for Catalog GP-7.

BOUND TO BE BETTER  
**Ironbound**  
A FINEST HANDLING EQUIPMENT

## IRONBOUND

BOX & LUMBER COMPANY  
Materials Handling Division

420 RAMSEY AVENUE • HILLSIDE, N. J.

SKIDS • SEMI-LIVE SKIDS • DOLLIES • FLOOR TRUCKS

necessary to efficiently operate the new facilities.

In starting from scratch on the beachheads, considerable initiative was necessary to accomplish the delivery of heavy lifts, etc., and several new devices were designed and installed to speed up the unloading of vessels. One of these was the installation of a "skyhook" (an overhead cable system suspended from "A" frames running from a sea island to the shore side terminus a distance of 2½ miles), and 46 full ship loads of pipe for the Trans-Arabian Pipe Line were unloaded through this facility, which proved very efficient for this class of cargo.

### Arbitration of Claims

An interesting phase of the shipping operation is the system of claims arbitration which has been adopted jointly by Aramco and the shipping companies. In Arabia there is an independent claims expert who, with the assistance of his staff, supervises the unloading of every ship. He examines the condition of all cargo on arrival, notes the packing used, the method of stowing and generally settles the cause of any damage on either the shipping line or the company. His decision is final. Sometimes he may decide that the cargo was improperly stowed, with the result that it was damaged en route. Or, he may decide that the packing was inadequate, in which case the company must assume responsibility for the loss. Usually he recommends a better or different method of packing for the future guidance of the traffic division.

The supervision of native stevedores has also been placed under the claims arbitrator's direction. By judicious disciplining he has materially improved the manner in which freight is handled.

The company, the shipping lines and the underwriters have been well satisfied with the claims arbitration idea, and have found that much delay and ill-feeling has been avoided.

The traffic and purchasing divisions have also coordinated their efforts to standardize on equipment being shipped to Arabia. The transportation division in Arabia

is interested mainly in automotive and handling equipment and has guided the purchasing division in the various types required. By standardizing as much as possible, the difficulty of shipping and stocking spare parts and replacements has been alleviated.

In this whole ramified operation, the traffic division is called on for more than usual traffic knowledge. The traffic department of a domestic company manufacturing one kind of commodity can pretty well confine its knowledge to the transportation, packing, handling, warehousing and distribution of that one item. While this observation is not meant as a reflection on the ordinary traffic department, it does serve to show where Aramco's traffic division is different.

Aramco's department must concern itself with a tremendous variety of commodities, moving from all corners of the country by many rail and truck carriers. Nor is there any predetermined pattern of movement; the situation changes from month to month. Also, the traffic division's job doesn't stop with domestic movement; it embraces as well a thorough knowledge of ocean-going transportation, with all its problems.

Finally, the traffic division is expected to know some characteristics of operations in Arabia. Let us take as an example the shipping of railroad rolling stock. There is an obvious surface saving in ocean transportation costs if rolling stock is shipped knocked down. However, the cost of reassembling in the field would more than offset the saving in transportation costs. Consequently, railroad rolling stock is shipped completely assembled. As this type of cargo is unusual, it is also made the subject of special negotiation with the steamship companies.

As Aramco's purchasing and traffic department buys and ships on an international basis, the coordination of these activities is vital to the maintenance of the required flow of materials to Arabia to meet construction and operating schedules, in addition to providing food and the other necessities of a modern community of thousands of employees.

## FREIGHT FORWARDERS

(Continued from page 25)

of motor common carriers. By order of March 5, 1946, the ICC began a proceeding known as Docket No. 29493 for this purpose. Hearings were held before the Commission's examiners in New York City, San Francisco, Kansas City, Atlanta, Chicago, and Washington, D. C., between July, 1946 and January, 1947. The transcript of record contained more than 3,500 pages and nearly 100 exhibits were received in evidence. The examiner's proposed report was issued September 26, 1947.

Generally speaking, the proposed report held that joint rates between forwarders and motor common carriers unlawfully discriminated in favor of forwarders and against other shippers who use the services of motor carriers under like conditions and circumstances, and against smaller forwarders which, because of limited traffic, are unable to obtain the same rate concessions as the larger forwarders.

As to assembly and distribution traffic, the examiners recommended that the Commission require the publication under section 408 of the act, of rates lower than the regularly published tariffs, available alike to forwarders and other shippers who employed the services of the motor carriers under like conditions, to the extent that such lower charges were found justified by economies inherent in the transportation service rendered.

As to terminal-to-terminal traffic, the examiners concluded that such "movements of forwarder freight bear a close resemblance to ordinary truckload movements, except that the former consists of several commodities and the average weight is less than the average weight of ordinary truckload movements." Their conclusion was that the record afforded no basis for determination of the compensation to be paid motor carriers for transportation of forwarder traffic between terminals, but that upon a proper showing, the ICC would be authorized to approve a lower than normal basis.

After the filing of exceptions to the proposed report, and replies



If you like  
them longer wearing  
with stitches that  
won't ravel ...

you'll like

## DANDUX FURNITURE PADS

**LOCKSTITCHED**  
(Not chainstitched)

**HEAVY COVERING**

**TWO COLORS**  
(One on each side)

**NYLON BINDING**

**SEWN WITH INTERLOCKING  
DIAMOND**

**ALL CORNERS BAR-TACKED**



CHICAGO

NEW YORK

CHARLOTTE

ST. LOUIS

DALLAS

Dandux' new pads give better protection with higher quality at lowest prices.

Cut Size	1-11 Doz.	12 Doz. & over
36" x 72"	\$29.85	\$26.90
54" x 72"	42.60	38.40
72" x 72"	52.20	47.00
72" x 80"	58.60	52.75

F.O.B. DANIELS, MD.

Prices f.o.b. Dallas, Texas slightly higher.

**C. R. DANIELS, Inc.**

4900 Bk. Wetheredsville Rd., Baltimore 16, Md.

## Custom-built to meet EMERGENCY REQUIREMENTS



Under the threat of war-time conditions it is natural to give extra thought to the endurance of any equipment you buy.

Strong construction and low maintenance expense are widely recognized advantages of Gerstenslager Custom-built Van Bodies—and because of Gerstenslager's specialized experience and equipment the cost of Gerstenslager quality is moderate.

**THE GERSTENSLAGER CO.**  
WOOSTER, OHIO Established 1860

## Gerstenslager VANS

**CRAWLS** On Roller Bearings  
Up and Down Steps...Over Obstructions...  
Rolls Smoothly Over Flat Surfaces



- Patented Roller Bearing Crawler Tread
- Sturdy Construction -- Aluminum, Steel or Wood
- Safety Straps
- Patented Strap Tightener

The Famous  
Crawler Tread



A Movable Belt  
Over Ball Bearings!

Model S-2-S-T

Never have you or your men experienced such complete utility with comfort as that offered by the Escort hand truck. No lifting...no fatigue. Carries a full load safely up and down steps, over obstructions. This truck simply crawls over on roller bearings.

Write for Catalog.

**Stevens Appliance Truck Co.**

OLD SAVANNAH ROAD P. O. BOX 897  
AUGUSTA, GEORGIA

thereto, the Commission, on September 24, 1948, issued its decision in Docket No. 29493. As to assembly and distribution traffic, the ICC disagreed with the examiners, holding that motor carriers under agreements with forwarders, would be authorized to handle such traffic at less than tariff rates. The following statement, however, indicates that the Commission intended to place some safeguards around the use of such agreements (272 ICC 413, 448):

"Forwarder traffic should bear its proper share of the costs of the motor carriers whose services are utilized by the forwarders. The parties to the agreements will be expected to adjust the compensation named therein so that it will be fully compensatory. Our approval of this method of operation will be subject to further consideration with respect to the measure of compensation in appropriate proceedings."

While I am at that point, let me digress a moment. [Mr. Morrow] said, in effect, as far as assembly and distribution traffic is concerned, the bill which is before this committee gives them what the Com-

mission has given them. We say it does not do anything of the kind. The ICC indicated that they were going to make certain that the motor carriers handling this assembly and distribution traffic would handle it at rates which were fully compensatory and so that at any time the Commission could look at those agreements and determine whether they were being handled at compensatory rates and, if they were not, do something about it.

### Terminal Traffic Rejected

We submit that the bill before this committee would entirely foreclose the Commission, would bind its hands, so to speak, so that they could not exercise that discretion which we believe properly belongs in their jurisdiction.

As to terminal-to-terminal traffic, the Commission found, first, that when motor carriers transport such traffic for forwarders at less than their published tariff rates, they, the forwarders, "depart from their proper sphere as transportation agencies, and are improperly invading the recognized field of other carriers." This the Commission held

to be contrary to the national transportation policy. Second, the Commission found that there were no over-all economies inherent in the transportation forwarder terminal-to-terminal traffic as against the transportation of truckload traffic for shippers generally.

Shortly after the issuance of the Commission's decision in Docket No. 29493, the forwarders launched a two-pronged attack—first, they sought to have the order of the Commission enjoined by a United States district court in Delaware, which suit was later dismissed without prejudice at the forwarders' request. Second, they sought the passage of the legislation now before you, which could completely nullify the Commission's findings and order in Docket 29493.

In view of this, let me take up our specific objections to the proposed legislation:

- It proposes to completely nullify the painstaking work of the Commission in Docket No. 29493. It ignores the findings and conclusions arrived at after thorough review of a voluminous record by the expert body entrusted by the Congress for over 60 years with the administration of the Interstate Commerce Act, and the protection of the public interest through regulation of the various modes of transportation. It would authorize wide-open utilization of contracts between forwarders and motor carriers, whereby the forwarders would be enabled to obtain rate concessions to the extent that motor carriers would be willing to go to obtain the proffered traffic.

The bill as presently written does not even provide that such agreements shall be published and open to inspection—they simply shall be "filed with the Commission."

- The bill seems to entirely ignore the public interest in the forwarder-motor carrier contracts which it would authorize. The Commission's authority to administer the provisions of the bill are extremely limited. Only as "between the parties" does it have any authority to prescribe terms and conditions. The guiding light established for the Commission by congressional amendment of section 409 in 1946, to authorize the investigation undertaken in Docket

(Continued on page 70)

## "The House That Service Built"



New general offices and freight terminal of Mid-States Freight Lines, Inc., in Chicago

**C**ECIL VERNON, president of Mid-States Freight Lines, Inc., one of the nation's larger Class I highway common carriers, describes the new general offices and freight terminal which the company has just completed in Chicago as "the house that service built." From all indications, Mr. Vernon might have reversed the phrase and described the facility as the house that will build service.

Grounds included, it occupies 410,000 sq. ft.; its dock is 360 ft. long and 70 ft. wide, with 72 freight doors; and its materials handling equipment, central-checking facilities, and cross-dock operation design are calculated to wage a major assault on haphazard distribution. The building is the culmination of over a year's study of other terminals over the country on the part of Mr. Vernon.

Not the least of the terminal's service facilities is a radio dispatch service which enables the central office to maintain con-

tact with all units within a 60-mile radius. This will assure top service for the Chicago area. Outlying regions will be served by a system-wide teletype service to all terminals and relay stations. The terminal itself has an independent communication system covering the entire building. Both local and outlying areas will benefit from the terminal's modern garage and maintenance facilities.

Mid-States' employees come in for their own share of the company's service. The entire building is air-conditioned; offices are acoustically treated to cut noise (the dispatching office and the machine accounting room are completely sound-proofed); all work will be done under recessed or fluorescent lighting; and there's even a central music system.

The company has been able to save considerable space by employing complete overhead clear-span construction. This eliminated posts in office and dock areas.



# LA DISTRIBUTION ACTIVITIES

Classified and alphabetized by organization for the convenience of the reader

## Air

**Henry J. Katzenberger**, Braniff Airways, has been appointed by the Air Traffic Conference of America as representative for all Chicago area domestic airlines at the Great Lakes Naval Station.

**Paul L. Thomas** has been appointed administrative assistant to **K. R. Ferguson**, vice president-operations and engineering for Northwest Airlines, Inc.

**Steve Canton** has been appointed air express publicity representative for the Railway Express Agency with headquarters in New York.

**M. G. Lickteig**, air express manager for the western division of Railway Express Agency, was recently awarded a Million-Mile plaque by **Harold Crary**, vice president-sales, United Air Lines. During the last 15 years, Mr. Lickteig has logged more than 1,025,000 miles on scheduled airlines.

**J. Woodrow Thomas** director of governmental affairs for Trans World Airlines, was elected chairman of the public affairs committee of the Air Transport Assn.

## Highway Carriers

**John R. Scott** has become the first full-time executive secretary of the District of Columbia Trucking Assn.

**Herbert C. Darroch** has been appointed vice president and general manager of Fruehauf Trailer Co. of Canada, Ltd.

**John A. Murphy** has been appointed executive vice president of the Gateway Transportation Co., La Crosse, Wisc.

**John F. Edell** has been appointed traffic manager of Hart Motor Express, Minneapolis.

**Frank C. Phillips** has been appointed traffic manager of Hennis Freight Lines, Inc., Winston-Salem, N. C.

**J. B. Hahn** has been appointed division manager of the Central Pennsylvania Division of Mason and Dixon Lines, Inc., with headquarters at Kingsport, Tenn.

**Schupper Motor Lines, Inc.**, New York, has announced the appointment of **Frank E. Asher** as vice president. Mr. Asher will be in charge of traffic and sales in addition to supervision of branch terminals and matters of general management.

**Seatrain Lines, Inc.** has named **H. J. Johnson** head of the line's traffic department in New Orleans, succeeding **H. E. Fry**, retired.

**Jack R. Dugger** has joined Suburban Motor Freight, Inc., Columbus, Ohio, as terminal manager at Charleston, W. Va.

**P. M. Shepherd** has joined Wilson Freight Forwarding Co., Inc., Cincinnati, as general traffic manager. **E. J. Heenan** has been named manager of its Cincinnati terminal.

## Marine

**Fred J. Rolfs** has been named assistant vice president in charge of traffic, Standard

Illinois Central Railroad has announced the following appointments: **Roland L. Tooker** as superintendent of Illinois Division at Champaign succeeding **Edward D. Holcomb**, retired; **Edward H. Buelow** as superintendent of Springfield Division at Clinton, Ill., succeeding **O. H. Zimmerman, Jr.**, who becomes superintendent of the Iowa Division at Waterloo; **W. E. Davis** as superintendent of Kentucky Division at Paducah succeeding **T. K. Williams**, who becomes superintendent of the Memphis, Tenn. Division.

**C. B. Williams**, traffic manager, Railway Express Agency, New York, has been presented with an Elgin watch on the completion of 50 years of continuous service in the express business.

**Robert J. Stone**, Springfield, Mo., has been promoted to vice president in charge of operations of the St. Louis-San Francisco Railway. **L. B. Clary**, Springfield, Mo., has been named general manager.

## Traffic

The American Brake Shoe Co., New York, has announced the appointment of **Pearse M. O'Callaghan** as traffic manager succeeding **Fred E. Howes**.

**Leonard C. Schmetzer**, general traffic manager, Thompson Products, Inc., Cleveland, is the first in that city to pass the comprehensive examinations entitling him to the certificate of membership in the American Society of Traffic and Transportation.

**L. T. Mangan** has been appointed traffic manager for Fish Constructors, Inc., agent for Transcontinental Gas Pipe Line Corp., Houston.

**Jack Hause** has been appointed manager of the transportation division of General Electric Co., with headquarters in St. Louis.

**Frank H. Cross** has been appointed an assistant director of traffic of General Mills, Inc., with headquarters in Minneapolis.

**Francis T. Connelly** has been appointed traffic manager at the Saginaw, Mich., transmission plant, Chevrolet division, General Motors Corp.

## OBITUARIES

**Charles E. Craven**, 59, terminal manager, Lime City Trucking Co., Huntington, Ind.

**Walter Leroy Hodgins**, 65, owner of W. A. Hodgins Transfer Co., Winona, Minn., June 14.

**L. C. Landaker**, traffic manager, Hooven & Allison Co., Xenia, Ohio, July 14. Mr. Landaker was a past president of the Miami Valley Traffic Club, Dayton, Ohio.

**Ferdinand G. Lantz**, who retired as freight traffic manager of the Erie Railroad in 1945, August 11.

**Fruit & Steamship Co.**, New Orleans, succeeding **Fernand G. Prat**, retired.

## Materials Handling

**L. C. Daniels**, former chief engineer for Towmotor Corp., Cleveland, has joined the Buda Co., Harvey, Ill., in the capacity of vice president in charge of material handling division.

**Ivan E. Howard**, hydraulics and lubrication engineer, has been named regional supervisor for the Clark Equipment Co.'s Industrial Truck Division in the south central territories, with headquarters in Peoria, Ill.

## Railroads

**David I. Mackie** has been elected vice president of the Delaware, Lackawanna & Western Railroad. **Harry C. Schmidt** has been appointed assistant vice president of traffic.

Harold E. Duffy, New York & Pennsylvania Co., Johnstown, Pa., was elected president of the recently reorganized Southwestern New York & Northwestern Pennsylvania Traffic Club. James S. White, Jr., Kendall Refining Co., Bradford, Pa., was elected vice president and Earl C. Steadman, Baltimore & Ohio Railroad, Bradford, Pa., secretary and treasurer.

Charles H. Jones has been appointed assistant traffic manager of the Texas Co., with headquarters in New York.

#### Transportation

Maj. Gen. Philip B. Fleming has been sworn in as the nation's first Under Secretary of Commerce for Transportation.

Wm. L. Robinson has been elected vice president in charge of the southwestern territory for Republic Carloading & Distributing Co., Inc., New York.

#### Warehousing

Marvin E. Egland was appointed manager of the San Bernadino, Calif., branch of Bekins Van & Storage Co.

John T. Sobosan, former western regional manager for Allied Van Lines, Inc., Chicago, has been appointed traffic manager for City Transfer & Storage Co., San Francisco.

R. F. Curry has been appointed assistant to the executive vice president, National Assn. of Refrigerated Warehouses.

#### Miscellaneous

James D. Abeles has been named vice president and general manager of Puro-lator Products, Inc., Rahway, N. J.

Increased military activity is reflected in air cargo tonnages. United Air Lines' volume for the first six months of this year increased by 20 per cent over the first half of 1949, while Slick Airways announced it has carried a record 4,053,296 ton-miles in July (usually a slack month), a 100-per cent increase over July of last year. Air express is away up, too, according to Railway Express Agency. Nearly 2,000,000 air express shipments were carried during the first half of 1950, a jump of nearly 24 per cent over last year. Gross revenues of REA's air express division were up by 25 per cent.

West Coast Fast Freight, Inc., Los Angeles, is expanding its operations in San Francisco with the acquisition of new property. Fronting on Third Street, the property will provide 15,000 sq. ft. of building and storage space, including 12,000 sq. ft. of concrete platform area, with ample room for two spur tracks, truck maintenance shops, and over an acre of land.

Eastern Motor Express Co., Terre Haute, Ind., will spend \$180,000 for a terminal and office building on a 55-acre site.

Thompson Products, Inc., Cleveland, large manufacturers of automotive and aircraft parts, has bought out the Ramsey Corp., one of the largest piston ring manufacturers in the country.

With the inclusion of Saturdays and Sundays in the demurrage rule recently, the railroad freight car shortage begins to

show up in the light of the national emergency. Despite the fact that the roads have, since 1945, purchased and put into operation nearly 300,000 new cars, they estimate they are still 1,850,000 cars in arrears. They have, consequently, embarked on a cooperative program to obtain this number of cars "at the earliest practicable time." ... Speaking of freight cars and especially General American Transportation's "damage-free" car (DA, July), the Prudential Insurance Co. will finance the placing of 100,000 of these cars in operation at a total cost of \$1,000,000,000.

A Washington news-letter service offers, for \$25 a week, a daily bulletin for carriers to assist them in obtaining information about freight shipments resulting from government contracts. The bulletin, says the publisher, will reveal the names of government contractors, point of origin, when freight will move, destination, etc.

With regard to the refrigerator car situation, the United Fresh Fruit & Vegetable Assn., discovered what it terms a "defeatist attitude" on the part of the railroads. Meeting with the AAR in Washington recently, the association stated that at least

#### FOR SALE

GOVT. SURPLUS closeout. All-purpose, portable, STEWART-WARNER (Southwind) Heaters. Complete with gasoline operated engine producing 100,000 BTU's per hour. Heat without flame when and where you want it. Widely used for drying or heating. Govt. cost \$500. Price to you only \$149.50, f.o.b. Harrisburg, Pa.

Jeff Lee Products, Inc.  
1919 Derry St., Harrisburg, Penna.

35,000 more up-to-date reefers were needed. Railroad spokesmen, however, claimed the car supply was adequate—and anyway, most of the fresh fruit and vegetable business was drifting to the trucks.

Anchor Storage Co., Chicago, have begun operating their new Riverside warehouse. Well-equipped for mechanical handling, the building is serviced by the CN & W Railway and has a 10-car loading and delivery platform 400 ft. long within the building. A portion of the building will be leased out to tenants, Anchor Storage retaining something less than 100,000 sq. ft. for merchandise operations.

Distribution Service, Inc., announces that the Central Merchandise Storage Corp., Cincinnati, has been elected to membership. Ernest L. Becker, well-known to the public warehousing industry, is managing director of the firm.

The "emergency plans committee" of the National Assn. of Refrigerated Warehouses met recently in Washington under the chairmanship of V. O. Appel, Chicago. The committee has urged NARW members to prepare themselves for war conditions. The members of the association were previously pooled on the matter of priorities and space allocations. Returns showed that voluntary cooperation with both military and civilian authorities was the desired method of procedure at pres-

ent. It is believed NARW is one of the first trade associations to plan objectively for industry preparedness in the event of a major emergency.

National Terminals Corp., Cleveland, were all set a few weeks ago to begin operation of its Brookpark warehouse on the outskirts of the city. The building was a former aircraft plant constructed during the last war and never used, and National Terminals decided it would be ideal for large-scale merchandise warehousing, stockpiling, and light manufacturing or assembly. A sprawling 1,000 ft. wide and 1,200 ft. long, it consisted of one floor and a mezzanine, with all the space in the world for streamlined handling. However, with the outbreak of the Korean War and Washington's subsequent efforts to mobilize the nation's economy, National Terminals was asked to relinquish the Brookpark warehouse to the federal government. It will be turned over to tank production.

New York Dock Co., New York, has arranged with the Equitable Life Assurance Society for a mortgage loan of \$10,000,000 for 20 years. The loan will be taken on August 1, 1951, when the present first mortgage bonds fall due. New York Dock, which celebrates its 50th anniversary next year, operates one of the largest privately-owned waterfront terminals in the world. Extending nearly two and a half miles on the Brooklyn waterfront, the properties consist of industrial buildings, warehouses, steamship piers, and a terminal railroad.

Rule 41 (solid or corrugated fibreboard containers) of the Consolidated Freight Classification has some minor changes which came into effect on September 1. Previously omitted from section 2 due to an oversight, the following note has been restored: "Two-ply board may be used for solid fibre boxes when maximum weight of box and contents does not exceed 40 lbs., except that not less than 3-ply board may be used for solid fibre boxes with other than four sides." Section 5 has been changed with addition of a rule that where fibreboard of interior containers tests 200 lbs. or more, partitioning will not be required.

Rule 49 covering experimental or test shipments, has been changed to require the shipper to furnish the classification committee with information on number of shipments made under this rule, destinations, condition on arrival, and (when requested) copies of bill of lading.

Military packaging needs will be emphasized next month when the Society of Industrial Packaging & Materials Handling Engineers holds its fifth annual exposition in Philadelphia. At a special session, officers of the Air Force, Army, Navy, and Quartermaster Corps will be present to participate in the discussions with civilian representatives of industry.

Radio dispatching has come to the tugs of New York's harbor. The Carrol Towing Co. has equipped three of its vessels with Raytheon two-way radiophone, and has found much time saved. Previously, when a tug had completed a job it would have to pull into the nearest pier, where the captain would phone back to the office for further instructions. Now the boat is in constant touch and can receive orders on the run.

# WITHIN THE LAW



BY LEO T. PARKER, Legal Consultant

## WAREHOUSING

The number one question asked by warehousemen is, "Can I remove stored goods from one warehouse to another or from one location to another in the same warehouse without consent of the owner of the goods and yet not increase my ordinary liability for subsequent loss of or damage to the goods? And how does such removal affect insurance on the goods?"

Modern higher courts consistently hold that one storing goods has a right to know where the goods will be stored. Especially is this true where the warehouseman does not assume any direct responsibility for loss or damage. In other words, the location and type of the warehouse building affects the risk which the owner of the goods naturally assumes. According to a recent higher court, if the warehouseman removes goods to another location without consent of the owner, the warehouseman assumes full responsibility, and the insurance company insuring the merchandise is automatically relieved from liability. This obtains even though the warehouse receipt contains a protective clause limiting the warehouseman's liability.

For example, in *Barrett v. Freed*, 35 Atl. (2d) 180, it was shown that a warehouseman accepted household goods for storage and issued a receipt limiting his liability to \$50 in case the goods were destroyed by fire. An insurance policy held by the owner of the goods insured the goods while in storage.

Some of the goods were subsequently removed to another warehouse located on the opposite side of the alley, and no notice of the removal was given to the owner of the goods. The goods were later destroyed by fire.

The owner sued both the insurance company and the warehouseman. The latter contended that he was not liable for loss by fire because the warehouse receipt issued by him expressly disclaimed liability for such loss. The insurance company contended it was not liable because the warehouseman had moved the goods to another location without its consent. In relieving the insurance company from liability and in holding the warehouseman liable for the full loss, the higher court said:

"The defendant [warehouseman] was entrusted with the goods for a particular purpose and to keep them in a particular place. He took them to another, and must be responsible for what took place there. . . . The contract of bailment called for storage at a particular place and the bailee [warehouseman] breached his contract by removing the goods to another place. . . . Had appellant [warehouseman] complied with his contract and

*During the past few weeks, in the course of a trip to 22 western and mid-western states, Mr. Parker has spoken with numerous warehousemen, carriers, manufacturers, and distributors, obtaining first-hand information on the points of law in which these businessmen are most interested. In this and subsequent issues, Mr. Parker will devote a portion of his department to a discussion of these points.*

kept the goods stored at the designated place he would have been entitled to rely upon his \$50 limitation."

For comparison, see *Lunn*, 178 Atl. 563. Here it was disclosed that furniture was stored in a warehouse under an agreement that the warehouseman owned and operated a warehouse at 283 Madison Avenue. From the testimony it appears that the warehouseman set forth in all of his literature that he had a warehouse at this address and that he gave no intimation that he had any other place for storage. However, the furniture was stored in another warehouse building, which later burned without any negligence on the part of the warehouseman or his employees. In holding the warehouseman liable, the court said:

"It is undoubtedly the law that where a bailee contracts, as in this case, to keep property in a particular place, he will be liable for his failure to do so; nor could he escape liability by alleging he was not negligent. . . ."

See also *Mortimer v. Otto*, 206 N. Y. 89, where a warehouseman moved goods into another room without authority of the owner. The warehouseman argued that he could not be liable because the subsequent destruction of the goods by fire was not caused by his negligence or by his having moved the goods. However, the higher court held the warehouseman liable.

"Fire," the court said, "is an ordinary and frequent agency of destruction or injury; and safety, as against it, was in the contemplation of the parties when they agreed that the property should be stored in the specified room."

Hence, it is quite apparent that if a warehouseman removes goods to another building or location without permission of the owner, the warehouseman automatically becomes an insurer of the goods and is liable for any and all loss of or damage to the goods, irrespective of the cause of such loss or damage. However, if the owner of the goods either expressly or impliedly authorizes the warehouseman to move or change their location,

the legal relationship of the owner of the goods and the warehouseman remains unchanged.

## Things You Can't Do

YOU CAN'T sue the United States government, but you can sue a government-owned corporation. The latter does not have immunity against suits.

In *United States v. Edgerton & Sons, Inc.*, 178 Fed. (2d) 763, it developed that a large number of eggs owned by the Commodity Credit Corp. were stored in a warehouse and that the CCC later attempted to withdraw the eggs without paying the storage charges. The warehouseman asserted a warehouseman's lien and refused delivery unless the storage charges were paid. Then the United States filed suit to gain possession of the eggs on the ground that no lien can be created against government-owned property without the consent of the government.

It is interesting to observe that the higher court held in favor of the warehouseman.

"With this conclusion we are unable to agree," said the court. "When the United States conducts business transactions through a corporation, the tendency of recent decisions is to hold that such corporation does not possess sovereign immunity unless expressly endowed with it."

## FINANCE and INSURANCE

### Things You Can Do

YOU CAN leave a line blank on your state tax return when you should have listed items for taxation on this line, and you can avoid paying the taxes if the state authorities delay in directing your attention to the error.

In *People v. Universal*, 213 Pac. (2d) 697, Calif., it came out that a company filed a tax report with the state, and where the amount of "use" tax should have been listed the company's official left the line blank. More than nine years elapsed before the tax board determined that a "use" tax was due from the company.

The higher court refused to hold the company liable, stating:

"A total line left blank in summation of prior blank lines could reasonably be construed in no other way than as representing a 'zero' entry, a positive representation that there were no taxable transactions to return. . . . Accordingly, appellant [company] properly challenged the timeliness of the deficiency determination as to its tax liability, made more than nine years after it had filed its respective sales and use tax returns covering the period involved."



YOU CAN invalidate a state, county or city license tax which is unreasonable and confiscatory. Furthermore, evidence that a city is in dire need of additional funds to balance its budget will not justify unreasonable taxation.

For example, in *City of St. Petersburg v. Florida Coastal Theatres, Inc.*, 43 So. (2d) 525, Fla., it was shown that several years ago a city passed an ordinance imposing a license tax on theatres. The tax netted the city \$775 per year. Recently the city enacted a new ordinance which increased the taxes on theatres from \$775 to \$2,175, and in addition to this, another tax of 10 per cent on gross admission was added. This latter tax was in addition to the 20 per cent federal admission tax.

The city imposed these new taxes because when it made up its budget for the fiscal year it found that there would be a deficit of \$1,240,000.

The higher court promptly held the new tax laws void.

"The power to tax is not the power to destroy a legitimate business," the court stated. "The test of an excise tax is that which is just and reasonable, not that which the city demands to balance a budget. . . . If all one's returns from a venture are to be funneled into the government till for taxes and subventions then the proprietor becomes a pawn of the state and we have a form of socialism no different from that we recently fought two wars to demonstrate that we did not want."

#### Things You Can't Do

YOU CAN'T recover overpayments of federal income taxes unless you file a claim within three years, even though the government has four years to sue and collect underpayments from taxpayers.

In *Hono Paper Co. v. Kanne*, 76 F. Supp. 790, the higher court refused to allow the Hono Paper Co. credit for overpayment of its federal income taxes because the company delayed more than three years in filing a claim.

The higher court held valid a United States statute which provides that unless a claim for credit or refund of income taxes is filed by the taxpayer within three years of the time the return is filed, or within two years of the time the tax is paid, no credit or refund will be allowed.

See also *Kavanagh v. Noble*, 332 U.S. 535. Here the Supreme Court held that even though a taxpayer cannot recover overpayment of income taxes unless the claim is filed within three years, the government has four years in which to sue a taxpayer for money overdue.

YOU CAN'T be held liable for injuries to an employee you loan to another for a particular employment, since the employee must be dealt with as an employee of the man to whom he is lent, if the latter has control over the employee.

In *Spanja v. Thibodaux Wks., Inc.*, 33 So. (2d) 146, La., the testimony showed these facts: A company employed a contractor to make repairs on its plant, and an employee of the company was seriously injured while helping the contractor unload machinery. The employee sued both the company and the contractor for com-

pensation. Both carried compensation insurance for their employees under the state workmen's compensation act.

The higher court decided that since the employee was under control of the contractor's foreman when injured, the contractor was the legal employer and was therefore liable for payment of compensation. The court said:

"A master may loan his servant, with the latter's consent, to another under such circumstances as to create for the time a new relation of master and servant; the regular servant of one may thus for the time being become the special servant of another, and that was done here."

#### TRANSPORTATION

"When and under what circumstances can a common carrier avoid liability for lost or damaged merchandise?" This was a common question among carriers with whom I recently discussed legal problems.

A common carrier can avoid liability for lost or damaged merchandise if he proves that the loss was caused by: 1) an act of God; 2) a public enemy of the United States; 3) the fault of the shipper; or 4) the inherent nature of the goods. In addition, a common carrier is not liable for loss of or damage to goods caused by an independent contractor.

Another question asked by common carriers was: "How can we be assured of receiving the higher legal freight rate?"

YOU CAN recover the higher freight rate from a shipper even though an agent of the shipper disobeyed the latter's instructions regarding shipment.

For instance, in *Southern Pac. Ry. Lines v. Smith*, 42 So. (2d) 564, La., the facts were these: A buyer of heavy machinery advised the chief of transportation of the seller that such machinery was to be shipped together under one bill of lading. However, the chief shipped the machinery in the same car under two separate bills of lading, so that the freight charges were much higher. In fact, if the chief had made the shipment in accordance with the buyer's instructions the freight charges would have been only \$414.95. As it was, they were \$707.61.

In subsequent litigation the higher court held that the carrier could recover the higher rate.

"It appears obvious to us that the carrier cannot be charged with the fault of a third party who failed to carry out defendant's [shipper's] instructions," the court ruled.

YOU CAN avoid paying compensation to an employee for an injury sustained during a fight with another employee.

In *Johnson v. Guggenheim Packing Co.*, 215 Pac. (2d) 178, Kan., it was shown that two employees of a common carrier were loading merchandise for shipment when they got into an argument. One employee struck the other, Johnson, with a steel hook. As a result of the blow, Johnson lost one of his eyes.

Johnson filed suit to recover compensation under the state workmen's compensation act. The higher court

refused to award him compensation, saying:

"An employee cannot recover under the workmen's compensation act for an injury inflicted in an assault upon him by another employee unless the employer had reason to anticipate that injury would result if the two continued to work together."

For comparison, see *Peavy v. Merydith*, 211 P. 1113. Here the higher court held that an employee intentionally injured by another employee cannot recover under the workmen's compensation act unless the wrongful conduct has become habitual and the habit is known to the employer.

#### Things You Can't Do

YOU CAN'T win a suit involving injuries caused by operation of your motor vehicle on the plea that your driver was confronted with a sudden emergency if testimony shows that negligence of the driver produced the emergency.

In *Kaestner v. Milwaukee Co.*, 35 N. W. (2d) 190, Wis., it developed that a hearse and a motor truck were proceeding in opposite directions. The truck driver observed two boys standing on the edge of the highway, and, acting on the assumption that the boys would move, he continued on. They failed to move, however, and finally he had to swerve to the left to avoid striking them, thereby causing a collision with the hearse.

In subsequent litigation, the owner of the truck pleaded that his driver was confronted with an unforeseen emergency and that the collision was not attributable to any negligence on his part.

Although the lower court held the truck owner not liable, the higher court reversed the verdict. It said:

"The defendant's conduct was the result of his deliberation. He cannot deliberately proceed to a point of danger and then act within the protection that a sudden emergency might otherwise give him. He saw the boys and the oncoming hearse."

YOU CAN'T win a suit involving a collision of your truck with another vehicle if testimony shows that the accident happened because your driver negligently failed to keep his truck under control.

In *Southern Advance Co., Inc. v. Jones*, 43 So. (2d) 690, La., it was brought out that a motor truck and a passenger car coming from opposite directions arrived at the top of a hill at the same time. The truck driver slowed down and jumped from the truck, permitting it to continue uncontrolled down the center of the road, where it collided with the passenger car. Testimony showed that the truck driver was driving without proper brakes.

In holding the truck owner liable, the higher court said:

"The testimony showed that the truck was not under control and on its own side of the road when the collision occurred. The fact that he [driver] saw fit to abandon the moving truck is a further indication that he considered the vehicle to be out of control."



# Aid to Buyers

PRODUCTS and SERVICES OF ADVERTISERS IN THIS ISSUE

(To locate advertisements see index on page 86)

## ATTACHMENTS, FORK TRUCK

Automatic Transportation Co., Chicago, Ill.  
Baker-Raulang Co., Cleveland, Ohio  
Clark Industrial Truck Div., Clark Equipment Co.,  
Battle Creek, Mich.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## AXLES, TRUCK (Drive)

Eaton Mfg. Co., Cleveland, Ohio

## BELTING, CONVEYOR

Goodrich Company, B. F., Akron, Ohio

## BELTING, ELEVATOR

Goodrich Company, B. F., Akron, Ohio

## BODIES, FREIGHT

Fruehauf Trailer Co., Detroit, Mich.  
Gerstenglaser Co., Wooster, Ohio

## BODIES, REFRIGERATOR

Fruehauf Trailer Co., Detroit, Mich.  
Gerstenglaser Co., Wooster, Ohio

## BODIES, VAN

Fruehauf Trailer Co., Detroit, Mich.  
Gerstenglaser Co., Wooster, Ohio

## BURGLAR ALARMS

American District Telegraph Co., New York, N. Y.

## CAR PULLERS

American Engineering Co., Philadelphia, Pa.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## CAR SHAKERS

American Engineering Co., Philadelphia, Pa.

## CASTER POSITION LOCKS

Darnell Corp., Ltd., Long Beach, Cal.

## CASTERS

Darnell Corp., Ltd., Long Beach, Cal.

## CHARGERS, BATTERY

Automatic Transportation Co., Chicago, Ill.

## COMPRESSORS, AIR

Eaton Mfg. Co., Cleveland, Ohio

## CONTAINERS, WOOD (Shipping)

Ironbound Box & Lumber Co., Hillside, N. J.

## CRANES, MOBILE

Automatic Transportation Co., Chicago, Ill.  
Baker-Raulang Co., Cleveland, Ohio  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## DOLLIES

Ironbound Box & Lumber Co., Hillside, N. J.

## DOORS, OVERHEAD

Kinnear Manufacturing Co., Columbus, Ohio

## DOORS, ROLLING (Steel)

Kinnear Manufacturing Co., Columbus, Ohio

## ENDGATES, ELEVATING

Fruehauf Trailer Co., Detroit, Mich.  
Hercules Steel Products Corp., Gallon, Ohio

## FIFTH WHEELS

Fruehauf Trailer Co., Detroit, Mich.

## FIRE ALARMS

American District Telegraph Co., New York, N. Y.

## FLOOR RESURFACERS

Stonhard Co., Philadelphia, Pa.

## FORK TRUCK (Elec.)

Automatic Transportation Co., Chicago, Ill.  
Baker-Raulang Co., Cleveland, Ohio  
Clark Industrial Truck Div., Clark Equipment Co.,  
Battle Creek, Mich.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## FORK TRUCKS (Gas)

Clark Industrial Truck Div., Clark Equipment Co.,  
Battle Creek, Mich.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## FREIGHT CARRIERS

Air Express Div. Railway Express Agency, Home  
Office, Washington, D. C.  
Branch Motor Express Co., Home Office, New  
York, N. Y.  
Consolidated Freightways, Home Office, Port-  
land, Ore.  
Delta Air Lines, Inc., Home Office, Atlanta, Ga.  
Northwest Airlines, Inc., Home Office, St. Paul,  
Minn.  
Trans World Airlines, Home Office, Kansas City,  
Mo.

## GRILLES

Kinnear Manufacturing Co., Columbus, Ohio

## HOISTS, CHAIN

Yale & Towne Mfg. Co., Philadelphia, Pa.

## HOISTS, ELECTRIC

American Engineering Co., Philadelphia, Pa.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## HOISTS, ELECTRIC (Trolley)

American Engineering Co., Philadelphia, Pa.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## HOLDUP ALARMS

American District Telegraph Co., New York, N. Y.

## HOSE, FIRE

Goodrich Company, B. F., Akron, Ohio

## HOSE, LOADING

Goodrich Company, B. F., Akron, Ohio

## JACKS, SKID

Ironbound Box & Lumber Co., Hillside, N. J.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## LEVER DOLLIES

Ironbound Box & Lumber Co., Hillside, N. J.

## LOAD BINDERS

Nolan Company, Bowerston, Ohio

## LONG DISTANCE MOVERS

United Van Lines, Inc., Home Office, St. Louis,  
Mo.

## OPENERS, BOXCAR DOOR

Nolan Company, Bowerston, Ohio

## PADS, FURNITURE

Daniels, Inc., C. R., Baltimore, Md.

## PALLET BOXES

Ironbound Box & Lumber Co., Hillside, N. J.

## PALLETS

Ironbound Box & Lumber Co., Hillside, N. J.

## PARTITIONS, INDUSTRIAL

Kinnear Manufacturing Co., Columbus, Ohio

## PORTS

Delaware River Joint Commission, Camden, N.J.  
Port of Los Angeles, Los Angeles, Cal.

## PULLERS, RATCHET

Nolan Company, Bowerston, Ohio  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## RACKS, STORAGE

Ironbound Box & Lumber Co., Hillside, N. J.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## SCALES, INDUSTRIAL

Yale & Towne Mfg. Co., Philadelphia, Pa.

## SHUTTERS, FIRE (Rolling)

Kinnear Manufacturing Co., Columbus, Ohio

## SKID BOXES

Ironbound Box & Lumber Co., Hillside, N. J.

## SKIDS

Ironbound Box & Lumber Co., Hillside, N. J.

## SMOKE DETECTING SYSTEMS

American District Telegraph Co., New York, N. Y.

## SPRINKLER SUPERVISORY SERVICE

American District Telegraph Co., New York, N. Y.

## TIRES, HIGHWAY

Goodrich Company, B. F., Akron, Ohio

## TIRES, INDUSTRIAL

Goodrich Company, B. F., Akron, Ohio  
Monarch Rubber Co., Hartsville, Ohio

## TRACTORS, HIGHWAY

Dodge Div., Chrysler Corp., Detroit, Mich.  
Mack Trucks, Inc., New York, N. Y.

## TRACTORS, INDUSTRIAL (Elec.)

Automatic Transportation Co., Chicago, Ill.  
Baker-Raulang Co., Cleveland, Ohio  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## TRACTORS, INDUSTRIAL (Gas)

Clark Industrial Truck Div., Clark Equipment Co.,  
Battle Creek, Mich.

## TRACTORS, INDUSTRIAL (Non-Riding)

Automatic Transportation Co., Chicago, Ill.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## TRAILERS, INDUSTRIAL

Yale & Towne Mfg. Co., Philadelphia, Pa.

## TRAILERS, LOW-BED

Fruehauf Trailer Co., Detroit, Mich.

## TRAILERS, TRUCK

Fruehauf Trailer Co., Detroit, Mich.

## AID TO BUYERS—Continued

### TROLLEYS, MONORAIL

Yale & Towne Mfg. Co., Philadelphia, Pa.

### TRUCKS, APPLIANCE

Stevens Appliance Truck Co., Augusta, Ga.

### TRUCKS BOX (Hand)

Ironbound Box & Lumber Co., Hillside, N. J.

### TRUCKS, ELEVATING PLATFORM (Elec.)

Automatic Transportation Co., Chicago, Ill.  
Baker-Raulang Co., Cleveland, Ohio  
Yale & Towne Mfg. Co., Philadelphia, Pa.

### TRUCKS, ELEVATING PLATFORM (Non-Riding)

Automatic Transportation Co., Chicago, Ill.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

### TRUCKS, HAND (Two Wheel)

Ironbound Box & Lumber Co., Hillside, N. J.

### TRUCKS, HAND (Three-Wheel)

Stevens Appliance Truck Co., Augusta, Ga.

### TRUCKS, HIGHWAY

Dodge Div., Chrysler Corp., Detroit, Mich.  
Mack Trucks, Inc., New York, N. Y.

### TRUCKS, LIFT (Hand)

Yale & Towne Mfg. Co., Philadelphia, Pa.

### TRUCKS, PALLET (Hand)

Yale & Towne Mfg. Co., Philadelphia, Pa.

### TRUCKS, PALLET (Non-Riding)

Automatic Transportation Co., Chicago, Ill.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

### TRUCKS, PALLET-STACKING (Non-Riding)

Automatic Transportation Co., Chicago, Ill.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

### TRUCKS, PALLET-STACKING (Straddle, Non-Riding)

Automatic Transportation Co., Chicago, Ill.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

### TRUCKS, PLATFORM (Hand)

Ironbound Box & Lumber Co., Hillside, N. J.

### TRUCKS, PLATFORM (Powered, Elec.)

Automatic Transportation Co., Chicago, Ill.  
Baker-Raulang Co., Cleveland, Ohio  
Yale & Towne Mfg. Co., Philadelphia, Pa.

### WAREHOUSES

See section immediately following

### WATCHMEN'S SUPERVISORY SERVICE

American District Telegraph Co., New York, N. Y.

### WATERFLOW ALARMS

American District Telegraph Co., New York, N. Y.

### WHEELS, INDUSTRIAL

Darnell Corp., Ltd., Long Beach, Cal.

### WINCHES

American Engineering Co., Philadelphia, Pa.  
Automatic Transportation Co., Chicago, Ill.  
Yale & Towne Mfg. Co., Philadelphia, Pa.

## BOOKS and CATALOGUES

**HOW TO SIMPLIFY** your files and filing systems: Handy 40-page booklet by Remington Rand on how to make filing a simple, routine task. Charts the life cycle of a file, beginning with the origin of a record, and irons out tricky indexing problems. Write Frank J. Hastings, Remington Rand, Inc., 315 4th Ave., New York 10. Ask for LBV 396.

**REPORT** of the committee on labor-management cooperation for safety: The committee, operating under the President's Conference on Industrial safety, has approved a set of principles designed to reduce the number of deaths and accidents in industry. Part of the national program to reduce industrial accidents 50 per cent by 1952. President's Conference on Industrial Safety, U. S. Dept. of Labor, Washington 25, D. C.

**AMERICA UNDER SOCIALISM:** The undoing, comic-book style, of Jack Hanson, Socialist-beguiled factory worker. Jack is taken in by the fast patter of a promising Socialist—so promising that he (the Socialist) ends up running the country. He also ends up running Jack into jail when the latter protests too boisterously about his non-delivery on the promises. Put out by The National Research Bureau, Inc., Chicago, for circulation among employees and members of civic groups.

**SOLUTIONS** to the problem of merchandise pickup and delivery in business districts: Detailed study of the headache and the cure. Another in the Chamber of Commerce series issued to help urban businessmen understand and combat the traffic problem. Transportation & Communication Dept., Chamber of Commerce of the U. S., Washington 6, D. C. Ten cents.

**PROCEEDINGS** of the first annual national forum on trucking industrial relations: The forum was held in Washington, D. C., at the beginning of the year. Those who weren't there can find out what happened by sending \$2.75 to Benjamin R. Miller, Director, Industrial Relations Dept., American Trucking Assns., Inc., 1424 16th St., N. W. Washington 6, D. C.

**SHOCK AND VIBRATION BULLETIN:** 107-page discussion of the effects of mechanical shock and vibration on military shipments conveyed by common carriers. Profusely and minutely illustrated; broad and technical. Write Editor, Shock and Vibration Bulletin, Code 3804, Naval Research Laboratory, Washington 25, D. C.

**RECOMMENDED CARLOADING PATTERNS FOR CANNED GOODS,** a 32-page pamphlet distributed by Union Pacific Railroad in the interest of reducing loss and damage on canned goods and other com-

modities packed in fibreboard containers. Pamphlet features three tables: 1) cumulative stacking heights of cases; 2) lengthwise space occupied by blocks of various case sizes; and 3) box dimensions as approved by the National Bureau of Standards.

**A GUIDE** to air shipping via the port of New York: 28-pager on aircargo shipping through the New York-New Jersey port. How to decide whether to use air, what services are available, what the rates are, etc. The Port of New York Authority, Dept. of Airport Development, 111 8th Ave., New York 11. No charge.

## Coming Events

Sept. 11-12—Wisconsin Motor Carriers Assn., Lake Lawn Resort, Delavan, Wis.  
Sept. 12-13—Southern Traffic League, De Sota Hotel, Savannah, Ga.  
Sept. 12-14—Society of Automotive Engineers, Hotel Schroeder, Milwaukee.  
Sept. 14-16—Southeastern Warehousemen's & Movers' Assn., Hotel Patten, Chattanooga, Tenn.  
Sept. 14-16—Virginia Highway Users Assn., Convention, Hotel Chamberlin, Old Point Comfort, Va.  
Sept. 15-16—Michigan Trucking Assn., Park Place Hotel, Traverse City, Mich.  
Sept. 17-18—New York State Warehousemen's Assn., Saranac Lake, N. Y.  
Sept. 18-21—11th Regional Training Conference conducted by The Refrigeration Research Foundation, Robert Treat Hotel, Newark, N. J.  
Sept. 28-30—National Conference State Trucking Assn. Managers, Waldorf-Astoria, New York.  
Sept. 30-Oct. 1—Local Cartage National Conference Meeting, New York.  
Oct. 2-6—American Trucking Assns., Inc. annual convention, Waldorf-Astoria, New York.  
Oct. 5-7—Southwest Warehouse and Transfermen's Assn., Washington-Youree Hotel, Shreveport, La.  
Oct. 10-12—Fifth annual exposition and "short course" at the Society of Industrial Packaging and Materials Handling Engineers, Convention Hall, Philadelphia.

Oct. 16-17—22nd annual Boston Conference on Distribution, Hotel Statler, Boston.  
Oct. 16-18—Twenty-Seventh Annual Meeting, Associated Traffic Clubs of America; Hotel Commodore, New York.  
Oct. 20-21—Missouri Warehousemen's Assn., Hotel Bellerine, Kansas City, Mo.  
Oct. 23-25—Twelfth Annual Forum of Packaging Institute, Hotel Commodore, New York.  
Oct. 25-26—Caster and Floor Truck Manufacturers' Assn., Hotel Hollenden, Cleveland.  
Nov. 16-17—National Industrial Traffic League Annual Meeting, San Francisco.

1951

Jan. 24-25—Caster and Floor Truck Manufacturers Assn., Hotel New Yorker, New York.  
Feb. 5-9—American Warehousemen's Assn., Statler Hotel, Boston, Mass.  
Feb. 11-15—National Furniture Warehousemen's Assn., Waldorf-Astoria, New York.  
Apr. 16-19—20th National Packaging Exposition, American Management Assn., Atlantic City.  
Apr. 22-27—Mayflower Warehousemen's Assn., Broadmoor Hotel, Colorado Springs, Colo.  
Apr. 30-May 4—Fourth National Materials Handling Exposition, International Amphitheatre, Chicago.



# Public Warehouse Section

Warehousing is an integral part of distribution in several ways. Public warehouses are not merely depositories for the safeguarding of personal effects or industrial commodities; many are equipped to perform a wide range of services in addition to storage. Among those services are:

Bottling, boxing, financing, fumigating, grading, handling, hauling, labeling, motor transportation, moth-proofing, moving, operation of public truck scales, quick-freeze facilities, rental

of space for manufacturing, offices and showrooms, rigging, sales representation, sample distribution, sorting, stevedoring and various other functions for efficient and economical distribution.

This special advertising section of public warehousing has been consolidated for ready reference and maximum utility. It includes merchandise, refrigerated, household goods and field warehouses. For shippers' convenience, states, cities and firms have been arranged alphabetically.

## BIRMINGHAM, ALA.

Established 1913



### American Transfer & Warehouse Co., Inc.

831 N. 19th Street Birmingham 2, Ala.

Merchandise and Household Goods

Warehouse, Concrete and Steel Construction—150,000 sq. ft.—sprinklered. ADT Alarm. Private siding, Frisco railroad. Pool Car Distribution and heavy machinery hauling. 50 Trucks of All Types.

Represented by Allied Distribution, Inc., N. Y.—Chicago



## BIRMINGHAM, ALA.

1880 — Seventy Years of Service — 1950

### HARRIS TRANSFER & WAREHOUSE CO.

• South 13th St., Birmingham •

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING  
Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A. Agents for Allied Van Lines, Inc.

## BIRMINGHAM, ALA.

### STRICKLAND TRANSFER & WAREHOUSE CO.

1700-1702 2nd Ave. So., Birmingham 3



General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.R.s

## DOTHAN, ALA.

### SECURITY BONDED WAREHOUSE

500-501 East Commerce Street 8  
POOL CAR DISTRIBUTION

SERVING  
S.E. Alabama  
S.W. Georgia  
N.W. Florida

Receiving—STORAGE—Handling.  
Motor Freight Service to all points.  
6-car Private Siding. Reciprocal Switching.  
Efficient—Conscientious Branch House Service.

## PHOENIX, ARIZ.

FIREPROOF

### CENTRAL WAREHOUSE CO.

17 EAST JACKSON STREET

Specialists in Commercial Warehousing

Santa Fe and Southern Pacific tracks

STORAGE

OFFICES

DISTRIBUTION

## TUCSON, ARIZ.

Telephone 2-3331

### TUCSON WAREHOUSE & TRANSFER CO.

110 E. 6th St., Tucson, Ariz.

Storage—Warehousing—Distribution—Packing

55,000 sq. ft. in Tucson—Served by Rail-Motor Truck. Modern fleet of trucks from 1-60 Tons for distribution in Tucson and vicinity. Crane and Winch service for heavy lifts.

## LITTLE ROCK, ARK.

New one story 90,000 sq. ft. warehouse



### COMMERCIAL WAREHOUSE CO.

This ultra modern warehouse property with six car siding on the Rock Island is completely mechanized. We offer general merchandise warehousing at its best, including pool car distribution, office and display facilities and loans on stored commodities.

300-324 RECTOR STREET

LITTLE ROCK, ARK.



Represented by

CHICAGO 4  
294 S. MICHIGAN AVE.  
WA bank 2-3367



NEW YORK 18  
11 WEST 43RD ST.  
PE ex 8-9957

## LITTLE ROCK, ARK.

ARKANSAS' LARGEST WAREHOUSE  
Merchandise—Household Storage



### TERMINAL WAREHOUSE CO.

Member American Warehousemen's Association  
American Chain of Warehouses

LITTLE ROCK

ARKANSAS

• Fireproof Constructed  
• Pool Car Distribution  
• Agent Allied Van Lines

## HOLLYWOOD, CAL.



OPERATING WAREHOUSES  
IN PRINCIPAL CALIFORNIA CITIES

**BEKINS**  
VAN & STORAGE CO.

1025 N. HIGHLAND AVE.  
Bill Elliott, Manager

## LOS ANGELES, CAL.

The 

**CALIFORNIA**  
1248 WHOLESALE ST.  
Merchandise Exclusively

STORAGE  
DISTRIBUTION  
TRANSPORTATION  
**WAREHOUSE**  
LOS ANGELES 21  
Sprinklered—A.D.T.

## LOS ANGELES, CAL.

**GEN'L WAREHOUSING & DISTRIBUTION**  
Complete pool car services. Private siding, Pacific Electric delivery, free switching any RR. Export processing, packing, commercial and household goods.

1950 S. VERMONT AVE. (7)  
REpublic 1-3131

LET LYON GUARD YOUR GOODS



## LOS ANGELES, CAL.

MEMBER OF A.W.A.

### PACIFIC COAST TERMINAL WAREHOUSE COMPANY

1340 E. SIXTH ST. LOS ANGELES 21, CAL.

**MERCHANDISE STORAGE AND DISTRIBUTION**

Located in the heart of the Wholesale District

## LOS ANGELES, CAL.

ESTABLISHED 1918

Phone: 78-4282

### PACIFIC COMMERCIAL WAREHOUSE, INC.

923 E. 3rd St. Los Angeles 13, Cal.

GENERAL MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION STORAGE IN TRANSIT  
DAILY HARBOR, LOCAL AND STATEWIDE HAULING  
EXPERIENCED, EFFICIENT, BONDED PERSONNEL

10 Car Siding on A.T.&S.F. Railway  
Sprinklered—A.D.T. Protected

## LOS ANGELES, CAL.

REPUBLIC VAN & STORAGE CO., INC.

**WAREHOUSING—DISTRIBUTING—  
CARTAGE**

147,000 sq. ft. in downtown L. A. 9 car switch covered dock—small blocks of space for lease.

**COAST TO COAST VAN SERVICE**

214 No. Alameda

Export Packing & Crating

Tucker 6101

## LOS ANGELES, CAL.

1817-1855 INDUSTRIAL ST., LOS ANGELES 21

### Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE  
SPRINKLERED—A.D.T.

Storage Distribution Drayage  
Represented by Distribution Service

248,000 Square Feet 117 Piesas Motor Equipment  
New York Chicago San Francisco

## OAKLAND, CAL.

GENERAL MERCHANDISE

WAREHOUSING • DISTRIBUTING • DRAYING

Steamer Piers • Office Space Available

### HOWARD TERMINAL

1900 • Our 50th Anniversary Year • 1950

95 MARKET STREET • OAKLAND 4, CALIFORNIA

## SACRAMENTO, CAL.



### LAWRENCE

Warehouse & Distributing Co.

**STORAGE**

MERCHANDISE—HOUSEHOLD GOODS  
POOL CAR DISTRIBUTING—DRAYAGE  
Your Detail Handled as You Want It

20th & JAY STS., P. O. BX. 1194-D SACRAMENTO 4

## SACRAMENTO, CAL.

ARTHUR E. TRAVIS, President

### WESTERN VAN & STORAGE CO., Inc.

108 K STREET

SACRAMENTO, CAL.

**Merchandise and Household Goods Warehouse**

Specializing in General Merchandise and Household Goods. Private Siding on S. P. R. R. — 4 Car Capacity. Distribution of Merchandise and Household Goods Pool Cars. 60,000 feet sprinklered. Agents for Allied Van Lines, Inc.

For Shippers' Convenience, States, Cities

## SAN FRANCISCO, CAL.

### HASLETT WAREHOUSE COMPANY

248 BATTERY STREET, SAN FRANCISCO 11

Largest and most complete storage and trucking service on the Pacific Coast

Operating in San Francisco, Oakland, Stockton and Sacramento

Member: American Warehousemen's Assn.  
American Chain of Warehouses, Inc.

## SAN FRANCISCO, CAL.

Phone Underhill 1-7500

### MARKET STREET VAN & STORAGE

1871 Mission St., San Francisco 3

Complete Household Goods Service

Pool Car Distribution  
Jim Cummins, Pres.



## SAN FRANCISCO, CAL.

Sutter 1-3461

Member  
American Warehousemen's Association  
Distribution Service, Inc.

**Complete  
Warehousing  
SERVICE**



General Merchandise  
United States Customs and  
Internal Revenue Bonded Storage  
Draying and Pool Car Distribution  
Office Accommodations and Telephone Service

San Francisco Warehouse Company

605 Third Street  
SAN FRANCISCO 7

## DENVER, COLO.

**"BANK ON  
BANKERS"**

Something to ship,  
Something to store?  
**BANKERS** the warehouse  
that gives you all four...

1. Merchandise Storage
2. Pool Car Distribution
3. Private Siding
4. Fork Lift and Pallet Storage Exclusively

A.D.T. Protection — C.B. & D. — U.P.  
Also: Warehouse at Brighton, Colo.

Represented by  
Associated Warehouse Inc.,  
Chicago and New York

you can **BANK ON**

**THE BANKERS WAREHOUSE COMPANY**

Warehouses: 2133 and 2143 Blake St.

Office: 2155 Blake St., Denver 2, Colorado—Tel: Alpine 3451

GIVING BETTER SERVICE TO THE ROCKY MOUNTAIN  
REGION...

**NORTH DENVER**  
Transfer &  
Storage Co.

Modern, fireproof warehouses—  
unexcelled in the West. Custom-  
bonded storage and office space  
available.

Office 2030 Blake St.

DENVER, COLORADO

Represented by

CHICAGO 4  
384 S. MORGAN AVE.  
WA bank 2-3587



NEW YORK 19  
11 WEST 43RD ST.  
PE co 4-8947

and Firms are Arranged Alphabetically

## DENVER, COLO.

### WEICKER Complete Service

- ★Mdse. & Hhg. Goods Storage
- ★Pool Car Distribution
- ★Moving, Packing, Forwarding

We Operate a statewide, daily motor freight service under regulation of the Public Utilities Com. Connection with Interstate Truck Lines to Principal Cities.

SILVER VAULTS, CEDAR LINED RUG VAULT,  
FUMIGATING VAULT, PRIVATE LOCKERS



### THE WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth, Denver 17, Colo.

Member of N.F.W.A.—A.C.W.—A.W.A.—Dist. Serv., Inc.  
Agent, Allied Van Lines



## PUEBLO, COLO.

Member of May.W.A.—A.W.A.—Colo. W.A.

### BURCH WAREHOUSE AND TRANSFER CO., INC.

General Office and Warehouse  
200 SO. SANTA FE AVENUE  
Modern Sprinklered Fireproof Building—Freight Forwarding  
and Distribution—Household and Merchandise Storage  
PACKING AND SHIPPING

Represented by  
CHICAGO 4  
211 S. MICHIGAN AVE.  
WALSH 5-1287  
ALLIED DISTRIBUTION INC.  
NEW YORK 19  
11 WEST 42ND ST.  
PLAZA 6-6675



## PUEBLO, COLO.

128-130 SOUTH MAIN

### WEICKER TRANSFER & STORAGE CO.

- Modern Sprinklered Building
- Pool Car Distribution
- Household and Merchandise Facilities
- Freight Forwarding and Distribution

★AGENT ALLIED VAN LINES—



## BRIDGEPORT, CONN.



### The Bridgeport Storage Warehouse Co.

General Offices 10 Whiting St.  
Bridgeport 1  
General Merchandise Storage and Distribution  
Total Storage Area 67,000 Sq. Ft.  
Household Goods, Moving, Packing  
and Shipping  
N. Y., N. H. and H. R.R. Siding

## BRIDGEPORT, CONN.

Telephone: 5-8736

### MARVIN BROTHERS EXPRESS CO.

1387 Seaview Ave. P. O. Box 2457

Specializing in

Pool car distribution of general commodities.

Merchandise storage. Building all on one floor of steel and concrete construction. Private siding NYNH&H RR.—3 car capacity. Free switching. Motor freight service to all Connecticut points. Member of ATA and Eastern Motor Freight Conference.

## HARTFORD, CONN.

Warehousing and Distribution

Household Goods Storage

and Moving since 1899

Agents United Van Lines

GEO. E. DEWEY & CO.

1214 Main St., Hartford 3, Conn.



Donald St. Main St. Ann St.  
Represented by Distribution Service, Inc.

## HARTFORD, CONN.

E. G. Mooney, Pres. J. G. Hyland, V. Pres.

### HARTFORD DESPATCH and WAREHOUSE CO., Inc.

410 CAPITOL AVENUE, HARTFORD, CONN.  
U. S. Bonded Warehouses Pool Car Distribution Household and Merchandise facilities Private Siding Our fleet covers Connecticut and Massachusetts daily. Warehouses at Bridgeport, Conn., and Springfield, Mass.  
Members: NFWA—AWA—ACW—AVL Agents

## HARTFORD, CONN.

Moving — Trucking — Storage — Pool Cars

### NATIONWIDE DESPATCH & STORAGE CO.

9 CENTER ST., HARTFORD 5, CONN.

22,000 sq. ft. of Storage Space—Bell System

Teletype HF469—Consign shipments via. N. Y.,

N. H. & H. R. R.

OFFICE AND DISPLAY SPACE AND

TELEPHONE SERVICE AVAILABLE

SPECIALIZING IN POOL CAR

DISTRIBUTION



## HARTFORD, CONN.

Telephone 8-6571

Established 1918

### PHOENIX EXPRESS & WAREHOUSE, Inc.

P. O. Box 793, Hartford 1, Conn.

Warehouse: 445 Park Ave., East Hartford

#### MERCHANDISE STORAGE

10,000 square feet—Automatic Fire and burglar alarm—Private siding NYNH&HRR, 5 car capacity. Free switching—Distribution of merchandise and household goods pool cars.

## NEW HAVEN, CONN.

Member of AWA—ConnWA—New Haven CofC

### THE ATLANTIC BONDED WAREHOUSE CORP.

114 Ferry Street P. O. Box 33 New Haven 1, Conn.

Merchandise Storage—U. S. Customs and Internal Revenue Bonded—Consolidation—Storage and Distribution—Inventory Control

—Telephone and Clerical Service—Brick and Concrete Building—Sprinklered—Heated—Private Siding NYNH&H R.R.—All Trucking Facilities—Pool Car Distribution.



## NEW HAVEN, CONN.

M. E. KIELY, Pres.

### DAVIS STORAGE CO.

335 East Street, New Haven 2, Connecticut

STORAGE

TRUCKING

Private Siding

Heated Space

Modern Fireproof Warehouse

Member: Connecticut Warehousemen's Assn. and Associated Warehouses, Inc.

## NEW HAVEN, CONN.

### MALKIN WAREHOUSE & DISTRIBUTION CO., INC.

54 CHAPEL STREET NEW HAVEN, CONN.

HEATED AND COMMON STORAGE

FLEET OF TRUCKS

POOL CAR DISTRIBUTION

PRIVATE SIDING

STATEWIDE TRUCK DELIVERIES

## NEW HAVEN, CONN.

THE

### S M E D L E Y COMPANY

established 1860

Complete Storage and Distribution Service

Merchandise—Household Goods

AWA—NFWA—AVL agents

## STAMFORD, CONN.

Telephone: 3-7565—3-5268

### STAMFORD STORAGE COMPANY

56 W. Park Place

Stamford, Conn.

Household Goods and Commercial Storage

Pool Car Distribution—Local and Long Distance Moving—Shipping—Crating—Packing—Rigging.

Member of ATA—Conn.WA—Conn.MTA

Agent for North American Van Lines, Inc.

## TORRINGTON, CONN.

Established 1860



### The E. J. Kelley Co. Storage Warehouses

Main Office Torrington, Conn.—Telephone 9243

One of New England's Largest Transportation Companies

Household Goods Packed, Stored, Shipped.

Merchandise Storage and Distribution

Pool Cars Distributed in All Parts of Connecticut.

Branch Offices in Bridgeport, Hartford, New Haven & Waterbury, Conn.; Springfield & Worcester, Mass.



**WASHINGTON, D. C.**

TO CUT YOUR COST ON STORAGE, DISTRIBUTION,  
DISPLAY ROOM OR OFFICE SPACE CALL

**BENNING TERMINAL WAREHOUSING CORP.**

Storage & Distribution of General Merchandise  
OVER 30,000 SQ. FT. of FLOOR SPACE • 7 CARS B&O PRIVATE SIDINGS  
LU dlow 4-3200  
A Name and Number Worth Remembering  
3701 Benning Rd. N.E. - S.W. of Benning & Minn. Ave., WASHINGTON, D.C.

**WASHINGTON, D. C.**

More than two million cubic  
feet of Storage space

**DON'T MAKE A MOVE WITHOUT  
CALLING ...**

**SMITH'S**

TRANSFER &  
STORAGE CO.  
1313 You St., N.W.  
Washington, D.C.

**WASHINGTON, D. C.**

**WAREHOUSING REPRESENTATIVE AND CONSULTANT**  
Now Serving Leading Warehousemen in 22 Cities  
Write or Telephone

**SAMUEL G. SPEAR**  
620 Bond Building, Washington 5, D. C. REpublic 7990

**WASHINGTON, D. C.**

H. H. SPICER, JR., Mgr.

**THE TERMINAL STORAGE COMPANY  
OF WASHINGTON**

First, K and L Streets, N. E., Washington 2  
Large buildings of modern construction, total floor area 204,000  
square feet, of which 109,000 square feet is of fireproof con-  
struction. Storage of general merchandise.  
CONSIGN SHIPMENTS VIA B. & O. R. R.  
Heated rooms for protection against freezing  
Member of American Warehousemen's Association

**JACKSONVILLE, FLA.**

Established 1925

**LANEY & DUKE**  
Storage Warehouse Co., Inc.  
657 East Bay St. - - - Phone 5-7851  
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Fireproof Construction

**JACKSONVILLE, FLA.**

D. W. DORAN, President  
HARRY GARDNER, Vice-Pres.

**SERVICE WAREHOUSE COMPANY, Inc.**  
402 E. Bay Street, P. O. Box 906, Jacksonville 1  
TWENTY-SIX YEARS OF SERVICE IN THE STORAGE,  
DRAYAGE AND DISTRIBUTION OF POOL CAR MERCHAN-  
DISE. 64,640 SQUARE FEET SPACE. SOUTHERN RAILWAY  
SIDING, CAPACITY 12 CARS, RECIPROCAL SWITCHING.  
Member of A.W.A.—J.W.A.

**JACKSONVILLE, FLA.**

FLORIDA'S LARGEST WAREHOUSE

**Union Terminal Warehouse Company**  
700 East Union Street, Sta. G  
Merchandise Storage—Custom Bonded—Pool Car Dis-  
tribution—Reconsigning—Trucking Service—Trackage  
52 Cars—Reinforced Concrete—Sprinkler System—  
A.D.T. Service—Insurance Rate 12 Cents.  
Rental Compartments—Sub-Postoffice.  
Members A.W.A.—A.C.—of-W.—J.W.A.

**MIAMI, FLA.**

Merchandise Storage—  
Crane Service—Moving and  
Packing—Commercial  
Trucking—Pool Car Dis-  
tribution—Private Siding  
Building 3, Miami Interna-  
tional Airport—Terminal  
Area.

**COLLINS  
& T**

**MIAMI, FLA.**

**INTERNATIONAL BONDED WAREHOUSE CORP.**  
U. S. CUSTOM BONDED  
Member of American Warehousemen's Association  
and Southeastern Warehousemen's Association  
Negotiable Warehouse Receipts  
**MERCHANDISE STORAGE**  
FEC RR SIDING—2 CARS  
219-251 S.W. First Court (36) Tel. Miami 2-1208

**ST. PETERSBURG, FLA.**

Established 1927

**Public Bonded Storage Warehouse**  
3435 - 7th Ave., So. St. Petersburg 1, Fla.  
PHONE 5523  
Merchandise Household Goods  
Modern—Sprinklered Buildings—Private Railroad Siding  
Local Hauling, Packing & Pool Car Distribution

**TAMPA, FLA.**

"Your Tampa Branch House—Since 1921"

**CALDWELL  
BONDED  
WAREHOUSES**  
MERCHANDISE—HOUSEHOLD GOODS  
Member American Warehousemen's Assn.

**TAMPA, FLA.**

Est. 1923

**LEE TERMINAL**  
"The Safest Place in Tampa"  
Merchandise Storage—Household Goods Storage  
Field Warehousing—Complete Trucking Service  
Pool Car Distribution—We Move, Pack & Ship  
NEGOTIABLE & NON-NEGOTIABLE WAREHOUSE RECEIPTS

**ATLANTA, GA.**

**AMERICAN BONDED WAREHOUSE** Affiliated  
**SOUTHEASTERN BONDED WAREHOUSE**  
"Better Warehouse Service"  
651-653 Humphries St., S.W.—Sou. R. R.  
Merchandise Warehousing Pool Car Distribution  
Sprinklered A.D.T. Burglar Protection A.W.A.

**SAVANNAH, GA.**

**SAVANNAH  
BONDED WAREHOUSE & TRANSFER CO.**  
WEST BAY STREET AT CANAL  
Post Office Box 1187  
General Storage—Pool Car Distribution  
Local Cartage—Custom Bonded—State Bonded  
Field Warehousing—Sprinkler System  
Members: A.W.A.—A.C. of W.

**HONOLULU, HAWAII**

LET US  
HANDLE  
AND  
STORE  
YOUR

**MERCHANDISE - HOUSEHOLD EFFECTS, Etc.**  
Large, new, reinforced concrete warehouses—Sprinklered  
Low Insurance — Collections — Distribution Service  
**HONOLULU CONSTRUCTION & DRAYING CO., LTD.**  
P. O. Box 190, Honolulu 10 Cable address "HONCONTRA"

Cities



Fla.

Goods  
Siding

1971"

Ann.



age  
rice  
Ship  
CEIPTS



0.



ckered  
ervice  
LTD.  
TRA"

AGE

and Firms are Arranged Alphabetically

## HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

### HONOLULU

Consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Established 1900. Correspondence Solicited

**CITY TRANSFER COMPANY, LTD.**

P. O. BOX 460, HONOLULU

CABLE ADDRESS: LOVERINO

## CAIRO, ILL.

STORAGE IN TRANSIT

### Mound City Warehouse Company

Mound City, and Cairo, Ill. Phone: Mound City 14  
Phone: Cairo 139

Operators Mound City Terminal for all Barge Lines, transfer of barges to cars.

*Licensed and Bonded  
General Merchandise Storage & Distribution*

Low Insurance Rate 11¢, Sprinklered, Storage in Transit. We specialize in daily distribution in the southern Illinois, western Kentucky, and southeastern Missouri areas.

E. R. STOUT—Secretary

## CHICAGO, ILL.

W. CARL SHEETS, President

General Merchandise Storage and Distribution  
The Warehouse With Personal Contact • Close to the Loop  
Modern Buildings Low Insurance  
Modern sprinkler system & ADT fire & burglary alarm systems



### Ace Warehouse Company

417 W. OHIO ST.

CHICAGO 10, ILL.

Phone Superior 7-8470

## CHICAGO, ILL.

### The Distributors' News Group

Represented by

ALLIED DISTRIBUTION INC.

NEW YORK

11 WEST 42ND ST., PEnn. 6-0967

CHICAGO

224 SO. MICHIGAN AVE., WA 2-3567

In CHICAGO, ILL. - - Call H. H. Becker  
for Merchandise Storage and Distribution  
Information on 85 Member Warehouses

### AMERICAN CHAIN OF WAREHOUSES, INC.

53 WEST JACKSON BLVD. • CHICAGO, ILL. • Tel.: HArrison 7-3688

## CHICAGO, ILL.

THE TRADITIONAL INSIGNIA

### ANCHOR STORAGE CO.

251-315 EAST GRAND AVE.  
CHICAGO 11, ILL.



Warehouse located two blocks east of Michigan Avenue. Walking distance from Loop. Ten car switch C&NW Ry. Tunnel service. Splendid building. Low insurance rate.

Represented by  
DISTRIBUTION SERVICE, INC.



AMERICAN WAREHOUSEMEN'S ASSOCIATION

# 5

## WAREHOUSES IN CHICAGO

GIVE YOU EFFICIENT AND ECONOMICAL COVERAGE OF THE ENTIRE METROPOLITAN SECTION AND ADJACENT TERRITORY

### CHECK THESE ADVANTAGES

Modern Buildings  
Choice Locations  
Low Insurance  
Responsible Management  
Spacious Switch Tracks  
Ample Truck Loading Doors  
Waterborne Cargo Facilities  
Streamlined Handling  
Equipment  
Local & Long Distance  
Trucking  
Trap Cars Consolidated  
Pool Cars Distributed  
Storage in Transit  
Railway Express  
Parcel Post  
Cool Rooms  
Fumigation  
Space Rentals for Private Storage  
Office Space  
Sample & Display Rooms  
Negotiable Warehouse Receipts  
Financing

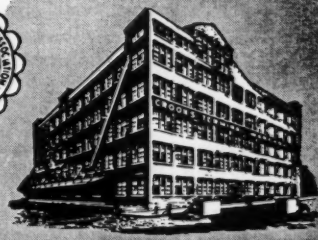
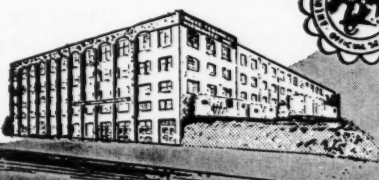
It costs you nothing to investigate Crooks Terminal facilities. Phone, wire or write us regarding your needs. A plan tailored to your requirements will be forthcoming—promptly! No obligation.



### COMPLETE BRANCH HOUSE FUNCTIONS—Including:

Receiving  
Storing  
Marking  
Weighing  
Reconditioning  
Shipping  
C. O. D.  
Sight Drafts  
Invoicing  
Collections  
Stock Control  
Inventories

Freight Prepayments



## CROOKS TERMINAL WAREHOUSES, Inc.

Chicago 7-433 W. Harrison St. New York Office 16-271 Madison Ave. Kansas City 7-1104 Union Ave.  
Associated with Overland Terminal Warehouse Co., 1807 E. Olympic Blvd., Los Angeles 21  
Members of the American Warehousemen's Association and Interlake Terminals, Inc.

CHICAGO, ILL.

## ANDERSON BROS. - STORAGE -

ESTABLISHED  
1894

Agents for



3141 N. SHEFFIELD AVE., CHICAGO 14  
CHICAGO PHONE-WELLINGTON 5-0014  
EVANSTON & NORTH SHORE — ENTERPRISE 4002  
2 Warehouse Locations  
PACKING, CRATING, SHIPPING TO ALL POINTS—  
TO ALL WEST COAST PORTS WEEKLY  
Office Removals A Specialty

CHICAGO, ILL.

WARD CASTLE, President

## CURRIER-LEE WAREHOUSES, Inc.

427-473 W. ERIE ST., CHICAGO 10

Complete Facilities for Merchandise  
Storage and Distribution

Member: Associated Warehouses, Inc.



CHICAGO, ILL.

Member A. W. A.

## Griswold & Bateman Warehouse Co.

1525 NEWBERRY AVE.

CHICAGO 8

- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries.
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms.
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
- Over Fifty Years of Warehousing Experience.

\* Represented by

CHICAGO 4  
824 S. MICHIGAN AVE.  
WA bush 2-3367

ALLIED DISTRIBUTION INC.

NEW YORK 19  
11 WEST 48ND ST.  
PE aa 6-0967

## EXTRA SERVICE—



### GROCCERS TERMINAL WAREHOUSES

Owned and Operated by  
General Warehouse & Transportation Co.

WAREHOUSING  
+  
DISTRIBUTION

This personal PLUS service means extra savings to you, better service to your customers. Nine efficiently run warehouses make Grocers Terminal one of Chicago's biggest, most economical systems.

- COMPLETE WAREHOUSING
- PACKING and RECOOPERING
- STORAGE
- PICKUP and DELIVERY
- STORAGE IN TRANSIT
- OUT OF TOWN SHIPMENTS
- HANDLING
- POOL CAR DISTRIBUTION

Carload and Less Than Carload Shipments

\* **GROCCERS TERMINAL WAREHOUSES**

884 N. HALSTED ST., CHICAGO 22, ILL.



For Shippers' Convenience, States, Cities

CHICAGO, ILL.

Member: N.P.W.A.  
Allied Van Lines  
SERVING CHICAGO & SUBURBS FOR  
OVER 47 YEARS



Consign Your Shipments to  
**JOYCE BROS. Stge & Van Co.**  
6428 N. Clark St., Chicago 26  
Rogers Park 4-0033

JOYCE

WE HAVE EXCELLENT  
FACILITIES TO  
RENDER SPECIALIZED  
SERVICE—



Let  
**LASHAM Serve You  
in the Chicago Area...**

A State bonded public warehouse, with 31 years of satisfactory service. Experienced personnel.

Modern sprinkler system, A.D.T. fire and burglary alarm. 24-hour watchman service.

All types of merchandise stored and distributed. Specializing in print paper.

Served direct by 4 railroads; Ill. Cent., Mich. Cent., C&NW and CB&Q, with free switch service from all other R.R. and boat lines entering Chicago.

Centrally located. Low insurance rate.

## EDWARD LASHAM CO.

1545 SO. STATE ST. Phone Wabash 3984 CHICAGO 5, ILL.

CHICAGO, ILL.

60 Years of Reliable Service



### LINCOLN MAYFLOWER WAREHOUSES

Coast to Coast

4251-59 Drexel Blvd. Chicago 15, Ill.

Storage—Packing—Shipping  
Local and Long Distance Moving

CHICAGO, ILL.

Close to the Loop District, these two co-operated warehouses offer quick, efficient and economical service to stores and distributors in Chicago and the Mid-West.

### PRODUCERS WAREHOUSE CO.

344 No. Canal St. (6) C. & N. W. Ry.

### THOMSON TERMINALS INC.

346 W. Kinzie St. (10) C. M. St. P. & P. R. R.

Prompt Deliveries

Advances Made



and Firms are Arranged Alphabetically



## MIDLAND

*In Chicago, Illinois*

A complete warehouse organization fully equipped to handle merchandise rapidly and economically with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Outbound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express and Truck Lines on premises.

**Inquiries Invited on Storage, Office and Rental Requirements**

**MIDLAND WAREHOUSES, INC.**

1500 S. WESTERN AVE.

CHICAGO 8, ILL. • CAnal 6-6811



CHICAGO, ILL.

### NATIONAL VAN LINES INC.

2431 IRVING PARK RD., CHICAGO 18

New York City: 1775 Broadway Dallas Texas: 2609 Ervay Street

Los Angeles California: 124 North Center Street

Interstate moving of H.H. goods—Nationwide agents and warehouse facilities in all key cities. I. C. C. Certificate MC 42866



TO TRAFFIC MANAGERS: Our tariff is very low. Wire or write us when transferring personnel.

### Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

**SOO**

**TERMINAL WAREHOUSE**

*"The Economical Way"*

Division of Beatrice Foods Co.

519 W. Roosevelt Road, Chicago 7, Ill.

Year-round candy storage, pool car distribution, negotiable warehouse receipts. Storage in transit. One-half million sq. ft.

Customs Bonded  
Unlimited Floor  
Load Units for  
Lease  
Near the Loop



CHICAGO, ILL.

For Distribution in CHICAGO Use

### SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.  
Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision.  
Pool Car Distribution.

**SYKES TERMINAL WAREHOUSE**

929 West 19th Street, Chicago 8, Ill.



Facilities of the

## NORTH PIER TERMINAL CHICAGO



### MAIN DOWNTOWN WAREHOUSE BUILDINGS

Distinctive location in Chicago's front yard, at the mouth of the Chicago River. Frontage on outer drive, 444 and 445 Lake Shore Drive. Buildings, 365-589 E. Illinois St. 3 blocks to Mich. Ave. Combine your office with your warehouse and service department. Space leasing. 12 minute walk to loop, less by street car (no transferring).

**FACILITIES and SERVICE FEATURES**—1,250,000 sq. ft., mill and brick constructed buildings. Sprinklered, low insurance. Laminated floors, floor load up to 335 pounds. 33 elevators. C. & N. W. R.R. siding—capacity 120 cars. Reciprocal switching. Vehicle loading platforms and doors, capacity 100 trucks. Direct tunnel connection to all railroads for LCL freight. Parking space across the street. U. S. Customs bonded. Car unloading, tunnel loading, elevator operation and maintenance, watchmen, heat.

### NORTH SIDE WAREHOUSE

For general merchandise, package storage, distribution and pool car service. 2740 Clybourn Ave. 200,000 sq. ft., sprinklered, low insurance, heavy floor load. C. & N. W. and C. M. St. P. & P. siding, covered platform for 20 trucks.

### SOUTH SIDE WAREHOUSE

For in-transit, car load movement in and out. 95th and Cottage Grove. 100,000 sq. ft., fully mechanized, unlimited floor load, I. C. siding inside building.

### DOWNTOWN SHIP DOCK HOUSE

At mouth of the Chicago River, 400 E. South Water St. Stevedoring, loading and unloading of lake and foreign ships.

### BARGE DOCK

At 2905 S. Western Ave. Handling of barges from, to New Orleans and intermediate points.

**MEMBER** — American Warehousemen's Association — Illinois Association Merchandise Warehousemen—Chicago Association of Commerce, Illinois Chamber of Commerce, and U. S. Chamber of Commerce.

**NEW YORK OFFICE**—55 W. 42nd St. (Room 1526), New York 18, Phone LACKawanna 4-0063.

## NORTH PIER TERMINAL CO.

Executive offices: 444 Lake Shore Drive,

Chicago 11—SUPERior 7-5606.

W. W. Huggett,  
Pres. and Gen. Mgr.

S. T. Heffner,  
Vice Pres.-Sales

## CHICAGO, ILL.

Merchandise Storage and Distributors

### WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO 11

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

#### ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service  
Bottling In Bond



## CHICAGO, ILL.

### One of Chicago's Finest

A half million feet of modern warehouse space where you have every advantage for receiving, shipping and reshipping. Track space accommodates 360 railroad freight cars. 70 ft. covered driveways practically surround the clean, light and airy warehouse.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

#### WESTERN WAREHOUSING COMPANY

323 West Polk Street

Chicago 7, Ill.

## JOLIET, ILL.

Telephone 4381 and 4382

### Joliet Warehouse and Transfer Company

Joliet, Illinois

#### MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West

Located on five Trunk Lines and Outer

Belt which connects with every road enter-

ing Chicago. No switching charges.

Chicago Freight Rates Apply



## JOLIET, ILL.

### TRANSIT WAREHOUSE AND DISTRIBUTING CO.

36 CASSEDAY AVENUE, JOLIET, ILLINOIS

Phone—Joliet 5276

#### Merchandise Storage and Distribution

The only completely Palletized warehouse in Joliet

Pool Car Distribution

Motor Freight Service

Located on Rock Island R. R.

Free Switching

## JOLIET, ILL.

### WILL COUNTY WAREHOUSE COMPANY

formerly Joliet Mfg. Co., which was Established 1948

150 Youngs Ave., Joliet, Ill.

Offers 50,000 Sq. Ft. of modern warehouse space, located on the CRI and PRR Roads. Private siding and free switching. General Merchandise storage.

Automatically Sprinklered Throughout

Member of AWA



## PEKIN, ILL.

Location—10 miles from Peoria, Ill.; 165 miles from Chicago, Ill., or St. Louis, Mo.

### KRIEGSMAN TRANSFER COMPANY

231 Margaret St., Pekin, Illinois

Merchandise & Household Goods Storage—Moving & Crating

105,000 Sq. Ft. • One Floor • Brick Construction •

Sprinklered • Heated • Private Siding

18-Car Capacity • 11 Trucks

Free Switching by: CCC&SL • Santa Fe

• Illinois Central • Alton • Rock Island

• Chicago & Illinois Midland • and P&PU

Railroads



## EVANSVILLE, IND.

### MEAD JOHNSON TERMINAL CORP.

P. O. Box 597, EVANSVILLE 2, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States. Sprinklered—A.D.T.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

Member of A.W.A.

\* Represented by

CHICAGO 4  
234 S. MICHIGAN AVE.  
WA Buick 2-3567

ALLIED DISTRIBUTION INC.

NEW YORK 19  
11 WEST 43RD ST.  
PE Bu 6-9957

## EVANSVILLE, IND.

### COMPLETE STORAGE AND DISTRIBUTION SERVICE

### The TERMINAL WAREHOUSE, Inc.

OF EVANSVILLE, INDIANA

915-919 MAIN ST.

FIRE RESISTANT BUILDING

POOL CAR DISTRIBUTION—

PRIVATE R.R. SIDINGS — LOW INSURANCE RATES

## FORT WAYNE, IND.

### FORT WAYNE [ WITH MIGHT AND MAIN ] STORAGE CO. THE SAME

802-804 Hayden St., Fort Wayne 4

FIREPROOF AND NON-FIREPROOF BUILDINGS

Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.

Wabash R. R.—Private Sidings—Pool Car Distribution

## FORT WAYNE, IND.

Exclusively

### Merchandise and Cold Storage

Modern Fireproof Warehouses—Centrally Located—F.R.R. Siding—Lowest Insurance Rates—Pool Car Distribution—Local Cartage Service—Branch Office Service.

#### MITCHELL SALES & STORAGE, INC.

435 E. Brackenridge St., Fort Wayne 2, Ind.

Warehouse Receipts on Staple Commodities



## FORT WAYNE, IND.

Members of MayWA-AWA

### PETTIT'S WAREHOUSE CO.

414 E. Columbia St., Fort Wayne 2, Ind.

MOSE. & HHC. POOL CAR DISTRIBUTION

New York City

REPRESENTATIVES Chicago

MR. J. W. TERREFORTE

MR. H. H. BECKER

250 Park Avenue

53 W. Jackson Blvd.

PLaza 3-1235

TELEPHONE

Harrison 7-3688



## GARY, IND.

Established 1929

### General Merchandise Storage and Distribution

Private Siding Indiana Harbor Belt R. R. Free Switching, Centrally Located, Pool Car Distribution, Motor Truck Terminal, Operating on own fleet of trucks.

#### GARY WAREHOUSE CO.

10th & Massachusetts St., Gary, Ind.

Phone Gary 6131

## INDIANAPOLIS, IND.

Phone MARKET 4361

### INDIANA TERMINAL & REFRIGERATING CO.

230-240 So. Penna. St., Indianapolis 4

Sprinklered Warehouses

Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building.

NEW YORK OFFICE

55 West 42nd St., Phone: LACKAWANNA 4-0953 New York 18, N. Y.



and Firms are Arranged Alphabetically

## INDIANAPOLIS, IND.

MEMBER OF A.W.A.

**Indianapolis Warehouse and Storage Co.**  
330 West New York St. Indianapolis 7, Ind.

Merchandise Storage • Private Sidings, N.Y.C.  
Pool Car Distribution • Office Space

Represented By  
Distribution Service, Inc., New York City, Chicago, Ill.

## INDIANAPOLIS, IND.

Riley 5513

*A Complete Service*

**STROHM WAREHOUSE  
AND CARTAGE COMPANY**  
359 W. RAY STREET, INDIANAPOLIS

OPERATING 53 TRUCK UNITS

General Merchandise—Pool Car Distribution  
Modern Motor Trucking Service  
Check Out Service  
All Merchandise On Check Out Cars Placed  
On Platform Ready For Delivery  
Reciprocal Switching, All Railroads  
Store Door Delivery and Pick-up for  
N. Y. C. R. R.



**AMERICAN WAREHOUSEMEN'S ASSOCIATION**

## INDIANAPOLIS, IND.

"Take a Tip, Store With Tripp"

**THE TRIPP WAREHOUSE CO.**

1001 East New York St. Indianapolis 7, Ind.

Store with an Old Reliable Firm.

In Business for 65 Years.

General Merchandise — Farm Machinery  
Specialize in Electrical Appliances and Food Stuff.  
Pool Car Distribution. Check Out Service.

Storage in Transit. Reciprocal Switching All RR's.

Private Siding NYC. Local Cartage.

Operate Under Public Service Commission of Indiana.

Represented by

CHICAGO 4  
284 S. MICHIGAN AVE.  
WA 6-3567



NEW YORK 19  
11 WEST 43RD ST.  
PE 6-0967



## TERRE HAUTE, IND.

A. D. T. Service

**DISTRIBUTORS TERMINAL CORP.**

Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor trucks for store door delivery—Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4

Represented by

CHICAGO 4  
284 S. MICHIGAN AVE.  
WA 6-3567



NEW YORK 19  
11 WEST 43RD ST.  
PE 6-0967

## CEDAR RAPIDS, IOWA

**American Transfer & Storage Co.**

401-411 FIRST ST. S. E.

PHONE 2-1147

SINCE 1907

General Merchandise Warehousing and Distribution.  
Cold Storage.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.  
Siding on C. M. St. P. & P. Rd. Free Switching from Other  
Roads. Motor Freight Terminal.

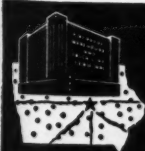
Member of A.W.A.—N.F.W.A.—Agents United Van Lines, Inc.



## CEDAR RAPIDS, IA.

**Cedar Rapids  
TRANSFER & STORAGE CO.**

MODERN WAREHOUSE  
AND TRUCK TERMINAL ON TRACKAGE  
Complete Facilities For Efficient Warehousing  
and Distribution of Merchandise  
DAILY SERVICE IN EVERY DIRECTION



## DAVENPORT, IOWA

Established 1903

Phone 2-7161

**MERCHANTS TRANSFER AND  
STORAGE COMPANY**

428 WESTERN AVE. DAVENPORT, IOWA

Merchandise Storage and Pool Car Distribution

in a community consisting of Davenport, Bettendorf, Iowa—  
Rock Island, Moline, East Moline, Silvis and Milan, Ill.  
Investment \$350,000.00

Members: A.W.A., N.F.W.A., I.A.W.A., AM. CHAIN OF WHSES., A.V.L.

## DAVENPORT, IOWA

**TRI-CITY WAREHOUSES, INC.**

726 Federal Street

Davenport, Iowa

General Merchandise Warehousing

Pool Car Distribution

100,000 square feet of sprinklered fireproof floor space.  
Insurance rate of under 15c • Private Siding on R. I.  
10 car capacity with reciprocal switching from the  
C. B. & Q. and C. M. St. P. & P. railroads.

Telephone 7-5895

Represented by: Associated Warehouses, Inc.  
and National Warehousing Service.  
Member of Iowa Warehouse Ass'n.

## DES MOINES, IOWA

Established 1883

Merchandise and Household Goods Storage

Local and long distance

Moving—Packing—Shipping

**BLUE LINE STORAGE CO.**

200-226-Elm-Des Moines 9, Iowa

Members: A.W.A.—N.F.W.A.—I.A.W.A.—Distribution Service, Inc.

## DES MOINES, IOWA

Member American Chain of Warehouses

Fire  
Proof  
Ware-  
house

**MERCHANTS  
TRANSFER & STORAGE CO.**

2-6

Ninth Street  
Des Moines 4

TRY OUR SUPERIOR SERVICE

56 years' warehousing nationally known accounts  
gives you Guaranteed Service

Daily reports of shipments and attention to every detail

## DES MOINES, IOWA

120 S.W. 5th Ave., Des Moines 8, Iowa

Established 1880

MEMBER

**WHITE LINE**

TRANSFER & STORAGE COMPANY

Merchandise & Household Goods Storage

Lowest Insurance Rate. Pool Car Distribution. Private Sid-  
ing. Free Switching. Free Rail or Truck Pick-up Service.



## DUBUQUE, IOWA

**COMPLETE  
DISTRIBUTION SERVICES**

222,000 sq. ft. of floor space in buildings of brick-concrete-  
steel construction. Chicago-Great Western R. R. siding with  
10 car capacity. Free switching with Federal Barge Lines.  
Low insurance rates. Complete-Motor-Freight-Facilities.  
Pool car distribution—all kinds. Merchandise & House-  
hold Goods Storage, Industrial and office space for rent.

Write today

**DUBUQUE STORAGE & TRANSFER CO.**

300<sup>th</sup> JACKSON ST.

DUBUQUE, IOWA

Member of Iowa Warehouse Ass'n.

Chicago Representatives: Associated Warehouses, Inc.  
and National Warehousing Service.



Member NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.  
Agent ALLIED VAN LINES, INC.





## HUTCHINSON, KANSAS

Member — Mo. W.A.

### A COMPLETE WAREHOUSING SERVICE

- FREE SWITCHING BY SANTE FE.
- ROCK ISLAND & MOPAC
- PRIVATE SIDING
- TRUCK LOADING DOORS AND DOCKS
- STORAGE IN TRANSIT — POOL
- MERCHANDISE & GOLD STORAGE
- CAR DISTRIBUTION
- NEGOTIABLE RECEIPTS
- OFFICE & DISPLAY SPACE AVAILABLE
- LOW RATES
- LICENSED—BONDED—INSURED

#### HUTCHINSON MERCHANDISE WAREHOUSE

P. O. Box 386, Hutchinson, Kansas — Phone 6280 — Larry Thurston, Mgr.

## KANSAS CITY, KANSAS

FOR OVER A QUARTER CENTURY

**INTER-STATE MOVING AND STORAGE CO.**

Household goods and merchandise storage.

PACKING, MOVING, SHIPPING—PRIVATE SIDING

Agent Member—Allied Van Lines

18TH AND MINNESOTA AVENUE



## WICHITA, KANSAS

### A Modern Distribution and Warehousing Service

### Brokers Office & Warehouse Co.

149 North Rock Island Ave., Wichita 2  
B. W. BILLINGSLEY, JR., Manager  
Member of American Chain of Warehouses

## WICHITA, KANSAS

### MERCHANTS Van & Storage Company



619 E. William St. Wichita 2, Kan.  
Household Goods & Merchandise Storage. Free Switching—Sprinkler System  
Member of NFWA—AVL



## LOUISVILLE, KY.

### Louisville Public Warehouse Company

131 EAST MAIN ST., LOUISVILLE 2  
25 WAREHOUSES 944,000 SQUARE FEET  
Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdse. H. H. Goods

## NEW ORLEANS, LA.

E. B. FONTAINE, Pres. & Mgr.

### Commercial Terminal Warehouse Company

INCORPORATED

#### Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.



Member of Storage Cartage Forwarding  
Distributing Bean Cleaning  
and Grading Fumigating  
Office 402 No. Peters Street  
NEW ORLEANS 16 LOUISIANA

## NEW ORLEANS, LA.

Member of A. W. A.

### HAYES DRAYAGE & STORAGE, INC.

833 South Front Street, New Orleans 3  
Complete distribution and warehousing service  
Operators of space in Free Foreign Trade Zone No. 2  
Sidings on N. O. Public Belt R. R.



## New Orleans

### THE ONLY PRIVATELY OWNED AND OPERATED PUBLIC WAREHOUSE AT SHIPSIDE IN NEW ORLEANS

This Corporation, continuing the operations of Douglas Shipside Storage Corporation established in 1931, offers Public, State and U. S. Customs Bonded Warehousing at its new terminal and wharf served by deep-water dock for ocean-going vessels and barges. Louisiana-Southern R. R. switchtrack . . . reciprocal switching . . . sprinklered buildings . . . storage-in-transit privileges.

Represented by DISTRIBUTION SERVICE, INC.

New York, Chicago, San Francisco

Member American Warehousemen's Association

### GULF SHIPSIDE STORAGE CORPORATION

Formerly DOUGLAS SHIPSIDE STORAGE CORPORATION

TERMINAL AND WHARF AT FOOT OF ST. MAURICE AVENUE AND MISSISSIPPI RIVER  
EXECUTIVE OFFICES: 118 North Front Street, New Orleans 16, La. Telephone: Raymond 4972 — MAgno 5353

## NEW ORLEANS, LA.

New Orleans Merchandise Warehousemen's Ass'n

### MALONEY TRUCKING & STORAGE, Inc.

133 NORTH FRONT ST., NEW ORLEANS 1

An Able servant to the PORT OF NEW ORLEANS  
Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—Sprinklered Risk.  
UNITED STATES AND STATE BONDED



## NEW ORLEANS, LA.

Member of A.W.A.

### ORLEANS STORAGE COMPANY, INC.

725 So. Liberty Street

Specializing in MDSE. Distribution

All concrete Warehouse, sprinklered, low insurance rates. Low handling costs. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

## NEW ORLEANS, LA.

E. J. GANNETT, Owner

### Standard Warehouse Company

100 Poydras St. New Orleans 8, La.  
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Located in the Heart of the Wholesale District • Convenient to Rail & Truck Depots • Private Switch Tracks T & NO - SP RR • Reciprocal Switching • COMPLETE WAREHOUSING SERVICE

## SHREVEPORT, LA.

### Herrin Transfer and Warehouse Co., Inc.

1305 MARSHALL ST., SHREVEPORT, LA., P. O. BOX 1806  
COMPLETE DISTRIBUTION SERVICE

Member

American Warehousemen's Association  
Associated Warehousemen, Inc.  
Southwestern Warehouse & Transfermen's Association

## BANGOR, MAINE

### McLAUGHLIN WAREHOUSE CO.

Established 1875 Incorporated 1918

#### General Storage and Distributing

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.

## BALTIMORE, MD.

Milton K. Hill, Mgr. & Treas.

### CAMDEN WAREHOUSES

Rm. 301, Camden Sta., Baltimore 1  
Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.

A. D. T. Private Watchman, Sprinkler  
Storage—Distribution—Forwarding  
Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

and Firms are Arranged Alphabetically

## BALTIMORE, MD.

### Complete Warehouse Service



- New construction; protected facilities
- Commercial & Household Storage
- Packing, Crating and Shipping
- Moving services • Freight services
- U. S. Customs Bonded Draymen

6301 Pulaski  
Highway  
Broadway 7900



A.W.A.—N.F.W.A.  
Md.F.W.A.—  
Md.M.T.A.—  
A.T.A.

## BALTIMORE, MD.

MEMBER: I.M.S.W.A.—MD.F.W.A.—MD.M.T.A.—H.H.C.C.—A.T.A.

### J. NORMAN GEIPE VAN LINES, INC.

524-536 W. Lafayette Ave., Baltimore 17, Md.

See our advertisement on page 163—  
1949 edition of D and W Directory

## BOSTON, MASS.

Owned and Operated by Merchants Warehouse Co.

### CHARLES RIVER STORES

131 BEVERLY STREET—BOSTON 14, MASS.



Located within the city limits, adjacent to North Station. Brick-and-concrete buildings; 300,000 sq. ft. space, some sprinklered and heated. A. D. T. burglary alarm service, U. S. Customs and Internal Revenue bonded space. Boston & Main R. R. delivery.

## BOSTON, MASS.

### CLARK & REID CO., INC.

GEORGE E. MARTIN, President

BROOKLINE - BOSTON - CAMBRIDGE

Household and Merchandise Storage - Packing - Shipping



88 Charles St., Boston  
OFFICES 5 Station St., Brookline  
1380 Green St., Cambridge  
Mass. F.W.A., N.F.W.A.

## BOSTON, MASS.

Established 1896



Member: MayWA-MassFWA-ConWA

3175 Washington St.

## BOSTON, MASS.

### FITZ WAREHOUSE CORPORATION

operating

ALBANY TERMINAL STORES

137 Kneeland Street, Boston 11

GENERAL MERCHANDISE STORAGE

B. & A. R.R. Delivery

## BOSTON, MASS.

### Hoosac Storage & Warehouse Company

Lechmere Square, East Cambridge 41, Boston

FREE AND BONDED STORAGE

A.D.T. Automatic Fire Alarm

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

W. A. KELSO  
Pres.

A. WALTER LARKIN  
Treas. & Mgr.

### J. L. KELSO COMPANY

Established 1894

General Merchandise Warehouses

UNION WHARF, BOSTON 13

Connecting all railroads via  
Union Freight Railroad Co.

A.D.T. Service  
Motor Truck Service

Member of Mass. W.A.

## BOSTON, MASS.

### STORAGE

Wool, Cotton and General Merchandise  
INDUSTRIAL SPACE FOR LEASE  
IN UNITS TO SUIT TENANTS



LOCATION: Near but outside congested part of city. Obviates costly trucking delays. Overland express call.

STORAGE: For all kinds of raw materials and manufactured goods in low insurance, modern warehouses.

RAILROAD CONNECTIONS: Boston & Maine R. R. sidings connecting all warehouses at Mystic Wharf. New York, New Haven & Hartford sidings at E St.

DISTRIBUTION: Complete service for manufacturers distribution whether from storage or pool cars. Trucking to all points in Metropolitan District.

LEASING: Space in units of 2,000 to 40,000 ft. on one floor for manufacturing or stock rooms at reasonable rentals on short or long term leases.

DEEP WATER PIERS: Excellent piers for cargoes of lumber and merchandise to be landed and stored in connecting warehouses.

### WIGGIN TERMINALS, INC.

Boston 29, Mass.

Tel. Charlestown 0880



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

## SPRINGFIELD, MASS.

### Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST., SPRINGFIELD 1

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member } A. W. A.  
M. W. A.

Daily Trucking Service to  
suburbs and towns within  
a radius of fifty miles.

## SPRINGFIELD, MASS.

F. G. MOONEY, Pres. J. G. Hyland, V. Pres.

### HARTFORD DESPATCH and WAREHOUSE CO., Inc.

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and  
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut  
and Massachusetts daily. Warehouse at Bridgeport and Hartford, Conn.  
Members: NFWA—AWA—ACW—AVL Agents

## SPRINGFIELD, MASS.

Max Lyon, Pres.

### NELSON'S EXPRESS & WAREHOUSE CO., INC.

Merchandise Storage—Pool Car Distribution  
Fleet of Trucks for local delivery.

93 Broad St.  
Springfield, Mass.

Telephone  
6-8334—6-8335

## SPRINGFIELD, MASS.

General Cold Storage

### Pioneer Valley Refrigerated Warehouse, Inc.

P. O. Box 155 Brightwood Station

Wheo: steel & concrete, automatic fire & burglar alarms—ADT. T5Area 1,000,000 sq. ft. Fl Ld 350 lbs. Cl Mt 8-10 ft. Elev cap 6,000 lbs. Priv siding 50-car cap on. & foreign shipments via S&M; sta. Brightwood; free switching. 100% palletized. Temp. range —10° to 40°. Humidity control. 15-tk. dock. Specialize in frozen foods. Open yard sta. Br. office facilities. Loans on stored commodities. Printed tariff.

Member of the A. W. A. (Cold Storage Div.)

## SPRINGFIELD, MASS.



### J. J. SULLIVAN THE MOVER, INC.

Fireproof Storage

Offices: 385 LIBERTY ST., SPRINGFIELD 1

HOUSEHOLD GOODS STORAGE, Packing,  
Shipping, Pool Car Distribution of All Kinds  
Fleet of Motor Trucks

## DETROIT, MICH.

*Facing the Busiest  
Thoroughfare in*

# DETROIT

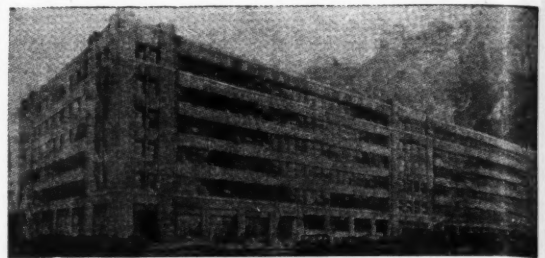
200,000 square feet, Centrally located. Private siding facilities for 20 cars with free switching from all railroads. Large, enclosed loading dock. Our own fleet of trucks make prompt reshipment and city deliveries.

## JEFFERSON TERMINAL WAREHOUSE

1900 E. Jefferson Ave.

DETROIT 7, MICHIGAN

## DETROIT, MICH.



### CENTRAL DETROIT WAREHOUSE

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

### WAREHOUSE & TERMINALS CORPORATION Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

### Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit 16, Mich.

Highway construction must be viewed in terms of national defense needs, Federal Roads Commissioner T. H. MacDonald told a Senate committee recently. "The question of whether the highways could be built at less cost if there were no heavy trucks becomes largely academic since the design of major routes must be held to defense standards."

## SETTLING CLAIMS

(Continued from page 21)

further evidence. In the event he cannot, the court will entertain a motion for dismissal from the carrier.

After both parties have submitted their evidence they will probably ask for judgment on the pleadings by cross motions. At this point the court must rule on the motions and decide whether the evidence warrants submission to the jury. It may develop during the course of the trial that the only question to decide is one of law. In this event, the court will dismiss the jury and decide the case itself. On the other hand, if the trial has raised factual questions, the case goes to the jury after the judge has charged it on the law pertain-

ing to the facts submitted. Counsel for one side or the other, depending upon the verdict, will move to have the decision set aside as against the weight of the evidence. Here again the court must grant or deny the motion.

In most shipper-railroad cases lost by the railroad, the latter will appeal, one reason being that many successful plaintiffs faced with an appealing defendant will decide that even though they have received a favorable verdict, the amount involved does not warrant the expense of going along on an appeal. The railroad may also appeal in an attempt to block the establishment of precedents—or it may simply feel that the verdict of the jury was in-

correct. In view of the above, suing plaintiffs must give some thought to the fact that a verdict favorable to them may be appealed by a losing defendant carrier. It is impossible to say outright that a successful plaintiff should or should not go along with that appeal. Each case must stand on its own merits.

### Considerations for Shipper

It may develop that the parties can settle their differences before they go to trial. The law favors such settlements. Moreover, no plaintiff should sue unless he has evidence which will stand up against any assault made by his adversary. The bill of lading is a receipt and a contract. It is not conclusive proof of what was

(Continued on page 84)

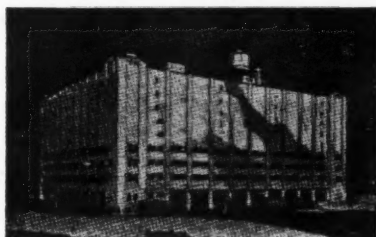


and Firms are Arranged Alphabetically

# Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

T  
R  
A  
I  
N  
E  
D  
★  
E  
F  
F  
I  
C  
I  
E  
N  
T  
★  
S  
E  
R  
V  
I  
C  
E

★ This modern building was designed for commercial warehouse purposes exclusively. Offering dry storage and the largest, most complete and efficient refrigerated storage, with ice manufacturing plant, in this wide area. Every warehousing facility is available. Desirable office space. Car icing. Financing. Adequate receiving and distributing facilities. In-transit storage. Absolute protection. Minimum insurance. Modern palletized equipment. Sharp-freezing rooms. Free reciprocal switching—all railroads. Continent wide connections.



W. J. LAMPING, GEN. MGR.

GRAND TRUNK WAREHOUSE

and

COLD STORAGE COMPANY

1921 E. FERRY AVE., DETROIT 11, MICH.

WALNUT  
1-8380

DETROIT, MICH.

AN ASSOCIATED

W  
A  
R  
E  
H  
O  
U  
S  
E

In Greater  
**DETROIT**  
the Best is  
★ **U.S.** ★

**UNITED STATES WAREHOUSE COMPANY**

1448 WABASH AVENUE, DETROIT 16  
Phone: Woodward 2-4730

Division of  
United States Cold Storage Corporation



CHICAGO  
U.S. COLD STORAGE CORP.



DALLAS  
U.S. COLD STORAGE CO.



DETROIT  
U.S. WAREHOUSE CO.



KANSAS CITY  
U. S. COLD STORAGE CO.

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave., Detroit 14  
STORAGE AND MOVING, PACKING  
AND SHIPPING

Agent for Allied Van Lines, Inc.



FLINT, MICH.

Established 1938

**MERCHANTS & MANUFACTURERS  
WAREHOUSE COMPANY, INC.**

212 Smith St. Flint 4, Mich.

"IN THE HEART OF FLINT"

Complete Warehousing Service  
Member A.W.A.—A.C.W.—Mich. W.A.

GRAND RAPIDS, MICH.

THE LARGEST COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE IN GRAND RAPIDS

**COLUMBIAN STORAGE & TRANSFER Co.**

Approximately 90% of All Commercial Storage and Pool Cars  
in Grand Rapids Handled Thru Columbian



Member of  
A.W.A.

Represented by  
CHICAGO 1  
224 S. MICHIGAN AVE.  
WA 2-6121

ALLIED DISTRIBUTION INC.  
NEW YORK 18  
11 WEST 42ND ST.  
PL 4-6497

LANSING, MICH.

Phone 9-3746

**ACME CARTAGE & MOVERS**

NATION WIDE MOVERS POOL CAR DISTRIBUTORS

Shipping, Crating and Storage

307 E. SHIAWASSEE ST. LANSING, MICHIGAN

Agent: North American Van Lines, Inc.

LANSING, MICHIGAN

Since 1919

**FIREPROOF STORAGE CO.**

728 East Shiawassee

2 — WAREHOUSES — PALLETIZED

PRIVATE N.Y.C. SIDING • DISTRIBUTION  
TRUCKING • WINCH • VAN SERVICE  
MERCHANDISE AND HOUSEHOLD GOODS



LANSING, MICH.

Agents for Allied Van Lines, Inc.

**LANSING STORAGE COMPANY**



The only modern fireproof warehouse in  
Lansing exclusively for household storage  
**MOTHPROOF FUR AND RUG VAULTS**  
Local and Long Distance Moving  
"WE KNOW HOW"



440 No. Washington Ave., Lansing 30, Phone: 9-7568

SAGINAW, MICH.

**BRANCH HOUSE SERVICE**

... AT WAREHOUSE COST

• It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.

• Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.

• Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

**CENTRAL WAREHOUSE CO.**

1840 No. Michigan Avenue

SAGINAW, MICHIGAN



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

## MINNEAPOLIS, MINN.

ASSOCIATED WAREHOUSES, INC.  
AMERICAN WAREHOUSEMEN'S ASSOCIATION

### MINNEAPOLIS TERMINAL WAREHOUSE CO.

OPERATED JOINTLY WITH  
ST. PAUL TERMINAL WAREHOUSE CO. MIDWAY TERMINAL WAREHOUSE CO.  
ALL MERCHANDISE WAREHOUSING SERVICES  
CONVENIENT FOR ALL TWIN CITY LOCATIONS

## MINNEAPOLIS, MINN.

Established 1883

### SECURITY WAREHOUSE COMPANY

GENERAL OFFICE: 334 NORTH FIRST ST.  
MINNEAPOLIS 1, MINNESOTA  
PHONE ATLANTIC 1281



Merchandise Storage  
Pool Car Distribution, Local Trucking  
Industrial Trackage Space

## ROCHESTER, MINN.

Merchandise and Household Goods Storage  
Local Pool Car Distribution  
Packing—Crating—Bonded Storage  
Local and Long Distance Moving



ROCHESTER TRANSFER & STORAGE CO.  
10—1st Ave., S. E., Phone 4515  
Rochester, Minn.



Member N.F.W.A. and Allied Van Lines, Minn.-Northwest W.A.

## ST. PAUL, MINN.

### A COMPLETE WAREHOUSING SERVICE

Merchandise Storage—Cold Storage

Pool Car Distribution—Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

### CENTRAL WAREHOUSE COMPANY

739 Pillsbury Avenue St. Paul 4, Minnesota

Phone: Nestor 2831  
Represented by DISTRIBUTION SERVICE, INC.  
251 E. Grand St. 2 Broadway 405 Third St.  
CHICAGO 11 NEW YORK CITY 4 SAN FRANCISCO 7  
Phone: Superior 7-7180 Phone: Sutter 1-3461  
Bowling Green 9-0986



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

## MERIDIAN, MISS.

R. B. Gunn, Jr., Mgr.

Phone 744

### INTERSTATE COMPRESS & WAREHOUSE CO.

"Excellent Service Assured"

250,000 Sq. Ft.—Sprinklered Warehouses Ins. Rate 19c

35 Car direct siding all local Railroad

Over Night Service to Gulfports on Exports

Merchandise Storage & Distribution

ADDITIONAL 250,000 Sq. Ft. Warehouse Space at COM-  
PRESS OF UNION. UNION, MISS.

## JOPLIN, MO.

### Sunflower Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise.  
Fireproof Warehouses—Motor van service.  
On railroad siding—Lowest Insurance rates.  
PACKING—STORAGE—SHIPPING



AGENT FOR GREYVAN LINES, INC.

## KANSAS CITY, MO.

TRY—

### EVANS WAREHOUSE SERVICE

1325-1327 St. Louis Avenue • Phone Victor 0264

GENERAL MERCHANDISE WAREHOUSING  
POOL CAR DISTRIBUTION

We operate our own fleet of motor trucks. Loading docks; R. R. siding Missouri Pacific. Inquiries answered promptly.

## KANSAS CITY, MO.

VICTOR 3268

### CENTRAL STORAGE CO.

1422 St. Louis Ave. (West 10th St.)

KANSAS CITY 7, MO.

Merchandise Warehousing and Distributing  
Branch House for Factories - Pool Car Distribution



CHAS. C. DANIEL, Jr.  
Pres. & Treas.

Over 70 YEARS "The Symbol of Service"

## KANSAS CITY, MO.



BROKERS BUILDING



SECURITY BUILDING



TERMINAL BUILDING

3

Choicely  
Located  
Warehouses  
in

## KANSAS CITY

To Insure Efficient and Economical  
Coverage of this Great Marketing Area

### CHECK THESE ADVANTAGES

Modern Facilities  
Responsible Management  
Spacious Switch Tracks  
Ample Truck Loading Doors  
Streamlined Handling Equipment  
Our Own fleet of Motor Trucks  
Cool Rooms  
Storage in Transit  
Office Space and Display Rooms  
Financing

### ALL BRANCH HOUSE FUNCTIONS INCLUDING:

Receiving Freight Prepayments  
Storing Shipping  
Weighing C.O.D.  
Marking Sight Drafts  
Reconditioning Inventories  
Pool Cars Distributed



It costs you nothing to  
investigate Crooks  
Terminal facilities.  
Phone, wire or write us  
regarding your needs.



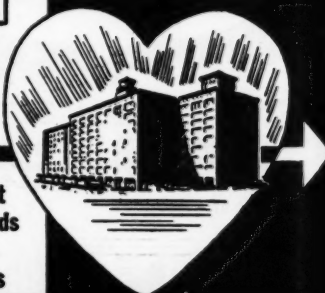
## Crooks Terminal Warehouses, Inc.

1104 UNION AVE., KANSAS CITY 7

Chicago 7—433 W. Harrison St. New York Office 16—271 Madison Ave.  
Associated with Overland Terminal Warehouse Co., 1807 E. Olympic Blvd., Los Angeles 21  
Members of the American Warehousemen's Association and Interlake Terminals, Inc.

## KANSAS CITY, MO.

Storage and  
Distribution through  
the "Heart of  
America"



400,000 Square Feet  
Trackage on 4 Railroads

Low Insurance Rates

### KANSAS CITY TERMINAL WAREHOUSE CO.

ST. LOUIS AVE. & MULBERRY ST.

KANSAS CITY 7, MO.

ates, Cities

D.

ion

MOLESALER  
RETAILER  
CONSUMER  
service"

cely  
ted  
houses

CITY  
onomical  
eting Area  
STAGES

ment

ms

INCLUDING:  
ents



es, Inc.

7  
dison Ave.  
os Angeles 21  
minals, Inc.



E CO.  
Y 7, MO.

N AGE

and Firms are Arranged Alphabetically

## KANSAS CITY, MO.

### COMPLETE WAREHOUSE FACILITIES

for the proper Storage  
and Distribution of your  
Merchandise in the Kansas City trade area.

**POOL CAR DISTRIBUTION**  
*We invite your Inquiries*



CHICAGO 4  
881 S. MICHIGAN AVE.  
WAB 3-1187

Represented by  
**ALLIED DISTRIBUTION INC.**

NEW YORK 18  
11 WEST 42ND ST.  
PL 4-6075

### MIDWEST TERMINAL WAREHOUSE CO.

2020-30 Walnut Street, Kansas City 8, Mo.

Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO., ST. LOUIS, MO.

## ST. LOUIS, MO.



for  
conscientious  
handling of  
fine furniture

**Ben Langan**

Storage & Moving  
5201 DELMAR, ST. LOUIS 8

**THOUGHTFUL:**  
Pre-analysis of each phase of your requirements plus friendly cooperation at every level assure you of a warehousing and distribution service by Long that proves Thorough, Thoughtful and Thrifty.

**S. N. LONG WAREHOUSE**  
ST. LOUIS... The City Served by the United States

## ST. LOUIS, MO.

Merchandise Storage and Distribution.

### RUTGER STREET WAREHOUSE, INC.

MAIN & RUTGER STS., ST. LOUIS 4

A.D.T. Burglar & Sprinkler Alarms.

200,000 Sq. Feet of Space

BONDED

Low Insurance

Track Connections with All  
Rail and River Lines

Offices: Member

New York  
Murray Hill 9-7445

Chicago

RAndolph 6-4457



## ST. LOUIS, MO.



"Serving industry  
for twenty-six years"

### OVER 1,000,000 Sq. Ft. of WAREHOUSE Space

Located right in the midst of business

**Plus  
FAST**

**and EFFICIENT DISTRIBUTION  
in the ST. LOUIS AREA**

#### Complete Facilities

Pool car distribution  
Reforwarding storage in transit  
A.D.T. Alarms and sprinkler systems  
Traffic and legal depts. Bonded employees



### ST. LOUIS TERMINAL WAREHOUSE CO.

General Offices • 826 Clark Ave. • St. Louis 2, Mo. • MAin 4927



CHICAGO OFFICE  
53 West Jackson (4)  
Harrison 7-3688

NEW YORK OFFICE  
250 Park Avenue (17)  
Plaza 3-1235

Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

## ST. LOUIS, MO.

Established 1912

### NOTICE—To Traffic Managers

We specialize in storage of candies in our new automatic temperature and humidity controlled rooms.

As well as general warehousing and cold storage—also pool car distribution and forwarding—Insurance 16.2c. per \$100.00.

**Tyler Warehouse & Cold Storage Co.**  
200 Dickson St. St. Louis, Mo.

Members: A.W.A.—Mo.W.A.—St.L.M.W.A.  
St. Louis Chamber of Commerce

## SIKESTON, MO.

General Merchandise Storage and Distribution  
Bonded and Insured

100,000 Sq. Ft. Floor Space on One Floor

Building: Concrete and Steel Construction

Pool Car Distribution

Served by Two Railroads: M.P. and Frisco

Transit Privileges

### SIKESTON WAREHOUSE AND STORAGE CO

HIGHWAY 60, EAST, SIKESTON, MO.

Telephone 582

## SPRINGFIELD, MO.

Phone 338

### GENERAL WAREHOUSE CORPORATION

601 N. National Ave., Springfield, Missouri

Merchandise and Household Goods

Storage and Distribution

100,000 square feet sprinklered

Pool Car Distribution

Member A.W.A.—N.F.W.A.—Mo.W.

American Chain of Warehouses

Agent Allied Van Lines, Inc.





## BILLINGS, MONT.

Established 1904

**BRUCE COOK TRANSFER & STORAGE COMPANY**

Complete Facilities for Storage of Merchandise and Household Goods

Stop in Transit and Pool Car Distribution  
Warehouse Dock and Terminal for Five Truck Lines  
Private Siding Free Switching  
Agents for Aero Mayflower Transit Company  
Member Mayflower Warehousemen's Association

P. O. Box 1382 — 2801 Minnesota Avenue  
Billings, Montana

## HASTINGS, NEBR.

1876 1950

**BORLEY'S**

Storage & Transfer Co., Inc.

Pool Car Distribution  
FIREPROOF BONDED  
STORED OR SHIPPED

## LINCOLN, NEBR.

1889 61 Years of Continuous Service 1950

Merchandise and Household Storage—Pool Car Distribution  
We operate Thirty Trucks and have connections to all points in the State.  
Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.  
We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

**SULLIVANS**

Transfer & Storage Co. Grand Island Storage Co.  
Lincoln 8, Nebr., 301 N. 8th St. Grand Island Nebr., 311 W. 4th St.

## OMAHA, NEB.

**FORD**

STORAGE & MOVING COMPANY

1024 Dodge Street Omaha 2, Nebraska

Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinkled—Low insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cooler Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.

Member of N. F. W. A. and A. W. A.

Represented by  
CHICAGO 4 NEW YORK 19  
814 E. MICHIGAN AVE. ALLIED DISTRIBUTION INC. 11 WEST 42ND ST.  
WALSH 5-1347 PLUM 6-9741

## OMAHA, NEBR.

**GORDON**

Storage  
Warehouses, Inc.

*Merchandise and Household Goods*

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking Service. Let us act as your Omaha Branch.

Main Office, 702-12 So. 10th St., OMAHA 8, NEBR.  
Members: A.W.A.—N.F.W.A. Agents for Allied Van Lines, Inc.

Member NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.  
Agent ALLIED VAN LINES, INC.

## MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for Complete Service in New Hampshire

**NASHUA, N. H. McLANE & TAYLOR**

**CONCORD, N. H. Bonded Storage Warehouses**

Offices 624 Willow St.

"Crating Furniture Our Specialty"

General Merchandise Storage and Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities. Pool Car Distribution  
Direct R. R. Siding, Boston & Maine R. R.

U. S. Wholesale Grocers' Association has urged its membership to oppose the passage of H.R. 9141, which would permit construction of new public wholesale markets for the handling of perishable agricultural commodities. The association takes the view that the federal government should not use public money for enterprises which can be properly financed by private funds.

## FREIGHT FORWARDERS

(Continued from page 48)

No. 29493, was the national transportation policy; that policy is not even referred to in the proposed legislation.

For all practical purposes, the contracts filed with the Commission under the proposed bill would constitute secret rate agreements.

There would be no opportunity given commercial shippers to determine whether they were subsidizing the transportation of forwarder freight through the rates they were required to pay for carriage of their freight; there would also be no opportunity for motor carriers not handling forwarder freight to prevent damage to the motor carrier rate structure because of preferences the forwarders might exact as a result of the traffic they control.

● Once "joint rates" between motor carriers and forwarders are legalized, it is certain that such arrangements will spread to other forms of carriage. It is naive to assume that the railroads will stand

idly by and watch the forwarder carload traffic diverted to the trucks. On the contrary, they will almost certainly choose one of two alternatives.

1) Lower their carload rates to equal or undercut the contract rates established by motor carriers for forwarders. This, of course, would require lower carload rates for all other shippers, necessitating, in turn, reduced truckload rates for commercial shippers if the motor carriers are to stay competitive with the rails.

2) Ask Congress for the same privilege granted motor common carriers; that is, the right to grant lower rates to forwarders than other carload shippers. It is difficult to see how Congress could refuse such a request, once you authorized what this bill proposes.

Under either alternative referred to, the forwarders would be in a position to use their traffic as a club with which to command extremely favorable rates from both

the rail and motor carriers, and to utilize such rate concessions by one form of transport to obtain the same or lower rate basis from the other. This would, in turn, lead to the very type of cutthroat competition which the various acts regulating commerce were intended to destroy, and inevitably require further action by the Congress to alleviate the situation which would result.

● The forwarders have never even attempted to determine, through actual experience, whether they can continue to prosper under the terms of the Commission's decision in Docket No. 29493. In 1946, they desperately urged Congress to amend section 409 as it is presently worded. They could not say too much regarding the expertness and experience of the Commission in handling related transportation matters, and assured the Congress that all that needed to be done was to delegate to the ICC the authority to determine the relations to be observed between them and the motor carriers. According-

(Continued on page 84)

and Firms are Arranged Alphabetically

# What goes on here?



LIFT THE MASSIVE ROOF of Harborside and you'll see—smoothly going forward—the complex distributional operations for over 700 well-satisfied clients; likewise manufacturing and processing.

You'll note, too, that there's ample room for housing *your* commodities under ideal dry- or cold-storage conditions—with office or showroom space if you want it. Workmen are skilled\* and careful; modern equipment is 100 percent mechanized. Supervisors and executives are diligent in seeing that every phase of your operations gets the same painstaking attention it would receive in your own branch office.



Harborside is directly opposite Cortlandt Street, Manhattan—only five minutes from Holland Tunnel and trunk highways. Direct connections with Pennsylvania Railroad, and with all other lines and with steamships, by lighterage. 31-car placement.

Here at Harborside—world's largest rail-water terminal—you'll find all the facilities and services you need for best results in the great Port of New York. Leo J. Fisher, Vice-President, will be glad to send you full information and our descriptive folder, if you'll write, wire, or telephone him.

## HARBORSIDE

WAREHOUSE COMPANY, INC.

34 EXCHANGE PLACE, JERSEY CITY 3, N.J.

IN THE HEART OF THE NEW YORK METROPOLITAN AREA

SEPTEMBER, 1950



**NEWARK, N. J.**



**"TOPS IN NEW JERSEY"**

18 floors of modern fireproof, sprinklered warehouse space, 250,000 square feet, low insurance rates, centrally located in downtown Newark.

**GENERAL MERCHANDISE**  
stored, distributed

**HOUSEHOLD GOODS**

packed, moved, stored or shipped ANYWHERE in U. S. or abroad.

**FEDERAL STORAGE WAREHOUSES**

155 WASHINGTON ST. • NEWARK 2, NEW JERSEY

**NEWARK, N. J.**

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING! MOVING! STORAGE!

—dependable since 1860—

**• KNICKERBOCKER •**  
STORAGE WAREHOUSE COMPANY

86 to 106 ARLINGTON ST. 74 to 76 SHIPMAN ST.  
Wm. R. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.

**ALBUQUERQUE, N. M.**

**SPRINGER TRANSFER COMPANY**  
ALBUQUERQUE

**Fireproof Storage Warehouse**

Complete and efficient service in distribution, delivery or storage of general merchandise or furniture  
Member of N.F.W.A.—A.W.A.

**ALBANY, N. Y.**



**Central Warehouse Corporation**

Colonie and Montgomery Sts.

Albany 1, N. Y.

Telephone 3-4101

General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Reinforced concrete construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse service rendered.

**COLD STORAGE—DRY STORAGE**  
**DISTRIBUTION**

**ALBANY, N. Y.**

**JOHN VOGEL, Inc.**

**STORAGE WAREHOUSES**

OFFICES, 11 PRUYN ST., ALBANY 7

HOUSEHOLD GOODS—STORAGE AND SHIPPING  
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS. POOL CAR DISTRIBUTION OF MERCHANDISE  
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED

Collections promptly remitted  
Member of AVL—NFWA—NYSWA



**BROOKLYN, N. Y.**

CENTRALLY LOCATED

Member of A.W.A.

**EMPIRE STATE WAREHOUSES COMPANY**

390-98 NOSTRAND AVENUE • BROOKLYN 16, N. Y.

**FIREPROOF WAREHOUSES**

STORAGE OF GENERAL MERCHANDISE

10 GIANT FLOORS 200,000 FT. OF SPACE  
MODERN LOADING AND UNLOADING FACILITIES  
PRIVATE VAULTS FOR LIQUORS  
COOLER AND TEMPERATURE CONTROL SPACE AVAILABLE



**BUFFALO, N. Y.**

**AMERICAN**  
**HOUSEHOLD STORAGE CO.**

Two warehouses with greatest capacity in household storage in Western New York. In Buffalo, "American" is the leader.



E. L. WILKES, Pres. LOUIS W. IRMISCH HERBERT J. WELLS  
305 NIAGARA STREET • PHONE WA 0700 • MEMBER: N.F.W.A.

**BUFFALO, N. Y.**

**BUFFALO MERCHANDISE WAREHOUSES, INC.**

STORAGE AND DISTRIBUTION

NYC—ERIE—BUFFALO CREEK Sidings

Reciprocal switching

Represented by American Chain of Warehouses and Interlake Terminals, Inc.

General Offices: 261 GREAT ARROW AVE., Buffalo 7



**BUFFALO, N. Y.**

Gateway to National Distribution

**KEYSTONE WAREHOUSE CO.**

541 SENECA STREET, BUFFALO 4, N. Y.

For economical warehousing and shipping. Modern building and equipment. Storage-in-transit privileges; low insurance rates. Direct track-connection with Penna. R. R., and N. Y. Central, and switching arrangements with all lines into Buffalo. Capacity 20 cars daily.



**BUFFALO, N. Y.**

DEPENDABLE SERVICE SINCE 1900

**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo 3, N. Y.

MERCHANDISE STORAGE AND DISTRIBUTION  
MODERN BUILDINGS — PRIVATE SIDING

Represented by Distribution Service, Inc.

**BUFFALO, N. Y.**

Let us care for your needs in Buffalo

**LARKIN WAREHOUSE INC.**

189 VAN RENSSELAER ST., BUFFALO 10

General Merchandise Storage and Distribution

Modern—Fireproof—Low Insurance  
Rate on New York Central & Erie R.R.  
GOVERNMENT BONDED WAREHOUSE



**BUFFALO, N. Y.**

**LEDERER**  
**TERMINALS**

... HAVE SOMETHING IN STORE for you ...  
123 and 124 NIAGARA FRONTIER FOOD TERMINAL, BUFFALO 1



and Firms are Arranged Alphabetically

## BUFFALO, N. Y.

### WILSON WAREHOUSE CO.

Gen. Offices: 290 Larkin St., Buffalo 10

General Merchandise Storage and Pool Car Distribution  
Fireproof Buildings N.Y.C. Siding  
Low insurance rate Branch office facilities

Represented by  
CHICAGO 4  
371 S. MORGAN AVE.  
WAB 3-3347  
ALLIED DISTRIBUTION INC.  
NEW YORK 18  
11 WEST 43RD ST.  
PL 3-8957



## JAMESTOWN, N. Y.

H. E. FIELD, Pres. FRANK H. FIELD, Mgr.

### WILLIAM F. ENDRESS, INC.

66 FOOTE AVE., JAMESTOWN, N. Y.  
MERCHANDISE STORAGE • COLD STORAGE  
Specializing: Cream, Frozen Fruits, Vegetables, Meats, Etc.  
4500 Sq. Ft. Merchandise Storage Space. 138,000 Cu.  
Ft. of freezer space; 50,000 cu. ft. of cooler space.  
Siding and Truck Docks. Consign shipments via Erie  
R.R. 25-ton Truck Weigh Scale. Members Nat. Assn.  
Refrigeration Warehouses, N. Y. State Assn. Refrig.  
Whsemen.



In NEW YORK, N. Y. - - - Call John Terreforte  
for Merchandise Storage and Distribution  
Information on 85 Member Warehouses

### AMERICAN CHAIN OF WAREHOUSES, INC.

250 PARK AVENUE • NEW YORK 17 • Tel.: PLaza 3-1234

## NEW YORK, N. Y.

### BOWLING GREEN STORAGE AND VAN COMPANY

NEW YORK CITY

Cable Address: BOWLINGVAN

House to house moving round the World of  
Household Effects and Art Objects in Steel and  
Wood Lift Vans.

Safety for Foreign Shipments.



## NEW YORK, N. Y.

### WAREHOUSING • DISTRIBUTION PACKING • SHIPPING • TRUCKING

THERE  
ARE



REPRESENTATIVE  
ALLIED VAN LINES

MANUFACTURERS! WHOLESALERS!  
TRAFFIC MEN! Let CHELSEA be  
your New York Stock Room. A Complete Warehousing Service.  
Main Office — 426-438 West 26th Street, New York City  
— WATKINS 4-0990 —

SINCE 1893

## NEW YORK, N. Y.

### Nation-Wide Warehousing and Distribution

Through one source, you can get information concerning warehousing  
and distribution in numerous key marketing areas. Phone George G.  
Roddy, Vice-President and General Manager—

**Interlake Terminals** INC.

271 MADISON AVE.,  
NEW YORK 16  
MURRAYHILL 5-8397

## NEW YORK, N. Y.

### SERVING THE NEW YORK MARKET

There is no problem in Warehousing and Distribution  
which we cannot work out satisfactorily with the  
shipper. We have advantages in location and in equip-  
ment which enables this company alone to do certain  
things which cannot be done elsewhere.

We invite your correspondence on any or all fea-  
tures of our Warehousing—Distribution—Trucking  
Service—Field Warehousing.

### Independent Warehouses, Inc.

General Offices: 415-427 Greenwich St., New York 13

## NEW YORK, N. Y.

CAPITAL AND SURPLUS  
\$5,600,000

ESTABLISHED  
1882

### GENERAL STORAGE

EASY ACCESSIBILITY

QUICK HANDLING

EXCELLENT LOADING FACILITIES

NEW YORK'S LARGEST TRUCK SCALE

TWO MODERN FIREPROOF WAREHOUSES

SPRINKLERED SECTIONS LOW INSURANCE RATES



Seventh  
Avenue  
at 52nd  
Street  
N. Y. C.

*The Manhattan*  
STORAGE & WAREHOUSE CO.

Third  
Avenue  
at 80th  
Street  
N. Y. C.



Member NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.  
Agent ALLIED VAN LINES, INC.

## NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding  
From an Ultra-Modern Free and Bonded  
Warehouse

### IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers  
and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and  
transportation. Motor truck service furnished when required.  
both local and long distance. Lehigh Valley R.R. siding—  
12 car capacity—in the building. Prompt handling—domestic or  
foreign shipments.

### MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.

601 West 26th St., New York 1

Represented by Associated Warehouses, Inc.—New York City and Chicago

## NEW YORK, N. Y.

### THE NATIONAL COLD STORAGE CO., Inc.

Storage and Distribution Facilities  
for Perishable Food Products

Brooklyn 2, 44 Furman St.

Fulton Terminal—N.Y. Dock Ry.

Jersey City 2, 176 Ninth St.

Erie R.R.—Storage-in-Transit

General Offices

60 Hudson St., New York 13, N. Y.

Telephone: REctor 2-4590

## NEW YORK, N. Y.

### NEW YORK DOCK COMPANY

Executive Offices: 44 Whitehall St., New York 4

Free and bonded storage facilities licensed by Commodities Exchanges.  
Space for lease (large & small units) for manufacturers and distributors.  
Pier and wharf accommodations.  
Railroad connections with all Trunk Lines.

Member: A.W.A. W.A.P.N.Y.—N.Y.S.W.A.—N.Y.W.T.

NEW YORK, N. Y.



# SANTINI BROS., INC.

"THE SEVEN BROTHERS"  
MOVING—STORAGE—PACKING—SHIPPING  
TO AND FROM EVERYWHERE

11 West 42nd St., New York 18, N. Y.  
Tel. Pennsylvania 6-6001

NEW YORK, N. Y.

130,000 Sq. Ft. Fireproof Storage

## SHEPHARD WAREHOUSES INC.

DAILY DISTRIBUTION SERVICE TO  
ALL POINTS RADIUS 35 MILES

667 Washington St. New York City 14



NEW YORK, N. Y.

Circle 7-6711

# SOFIA BROS., INC.

45 Columbus Ave., New York 23, N. Y.  
FIREPROOF STORAGE WAREHOUSES  
U. S. CUSTOMS BONDED & FREE  
Household & Commercial Storage  
Commercial—Local and Long Distance Movers  
Export Packers—Pool Car Distribution  
Affiliated with North American Van Lines  
Member of NFWA—NYSWA—PNYWA—UNYWA—M & WAGNY.

ROCHESTER, N. Y.

## George M. Clancy Carting Co., Inc.

Storage Warehouse  
Main St., East of Circle St., Rochester 7  
General Merchandising Storage—Distribution  
Pool Car Distributed—Reshipped  
U. S. Custom Bonded—Storage—Drayage  
Household Goods Moved—Stored—Shipped  
Direct R.R. Siding N. Y. Central in the Center of Rochester

SYRACUSE, N. Y.

## GREAT NORTHERN WAREHOUSES, INC.

• FIREPROOF •  
MERCHANDISE STORAGE AND DISTRIBUTION  
2 PRIVATE RAIL SIDINGS

DAILY, STORE-DOOR, MOTOR FREIGHT SERVICE TO ALL NEW YORK STATE POINTS

Member American Chain of Warehouses—MayWA

SYRACUSE, N. Y.

DISTRIBUTION  
MOTOR FREIGHT LINES  
PRIVATE RAIL SIDINGS

# KING

WAREHOUSE INC.  
SINCE 1897

ERIE BLVD. AT SO. WEST ST., SYRACUSE 1  
COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE  
SERVICES  
Represented by  
DISTRIBUTION SERVICE, INC. A.W.A.—N.F.W.A.—A.V.L.—N.Y.S.W.A.



WHITE PLAINS, N. Y.

## J. H. EVANS & SONS, INC.

Office & Warehouse: 107-121 Brookfield St.  
Household Goods Moving, Storage, Packing,  
Shipping. Prompt service for any point in  
Westchester County.

Member N.Y.F.W.A.—N.F.W.A.



CHARLOTTE, N. C.

Established 1908

## AMERICAN STORAGE & WAREHOUSE CO., INC. CHARLOTTE 1, N. C.

Office and Warehouse, 926 Tuckaseegee Road  
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE.  
PRIVATE RAILROAD SIDING. SPRINKLERED.

CHARLOTTE, N. C.

## Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte 1, N. C.

Bonded fireproof warehouse.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A.W.A.—N.F.W.A.—A.V.L.—A.T.A.—N.C.T.O.

CHARLOTTE, N. C.

## SOUTHERN WAREHOUSE & DISTRIBUTING CORP.

934 N. POPLAR ST., CHARLOTTE, N. C.

Merchandise Storage Only

Pool Car Distribution

Seaboard Railway Siding

CHARLOTTE, N. C.

All buildings fully fireproof construction

## UNION STORAGE & WAREHOUSE CO., Inc.

BONDED

224-228 West First Street

MERCHANDISE STORAGE—POOL CAR

DISTRIBUTION

Member of A.W.A.—Motor Service

Represented by

CHICAGO 4 811 S. MICHIGAN AVE. ALLIED DISTRIBUTION INC. NEW YORK 19 11 WEST 43RD ST.

NEW YORK 19 11 WEST 43RD ST.

DURHAM, N. C.

## DISTRIBUTION POINT OF THE SOUTH



The trading area of Virginia and the Carolinas radiates direct lines from Durham, N. C.

The Southern Storage & Distribution Co. is in the heart of Durham, providing the logical, modern-minded organization to serve your warehousing and distributing needs with economy and efficiency.

Merchandise Storage, Pool Car Distribution, Private Sidings, Reciprocal Switching, Sprinklered Buildings.

## SOUTHERN STORAGE AND DISTRIBUTION CO.

2002 E. PETTIGREW ST., E. DURHAM, N.C. • TEL. R-6661 • P.O. BOX 198

RALEIGH, N. C.

## CAROLINA STORAGE & DISTRIBUTING COMPANY

MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION

Private Siding

Trucking Service

Members A. W. A. American Chain of Warehouses

RALEIGH, N. C.

Member of A. W. A.—MAY. W. A.

PRIVATE  
SIDING  
N. S. R. R.



MEMBER



EFFICIENT STORAGE & DISTRIBUTION FOR  
MERCHANDISE AND FURNITURE

175,000 SQ. FT. BONDED STORAGE  
SPRINKLERED • LOW INSURANCE RATES

RALEIGH BONDED WAREHOUSE, INC.  
Wake Forest Road Raleigh, North Carolina

and Firms are Arranged Alphabetically

## FARGO, N. D.



## Union Storage &amp; Transfer Company

FARGO, N. DAK.  
General Storage—Cold Storage—Household Goods  
Established 1906

Three warehouse units, total area 161,500 sq. ft.; of this 29,320 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stocks, pool car distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota.

Offices 806-10 North Pacific Ave.

AWA-NFWA-MNWWA-ACW

## GRAND FORKS, N. D.

**Kedney**AWA-NFWA-MNWWA  
POOL CAR DISTRIBUTION  
GENERAL STORAGE  
MOTOR FREIGHT TERMINAL

## WAREHOUSE CO.

Local and Long Distance Hauling of  
Freight and Household Goods  
Allied Van Lines—Agent

## AKRON, OHIO

THE  
COTTER MERCHANDISE  
STORAGE COMPANYFORMERLY THE COTTER CITY VIEW STORAGE COMPANY  
70 CHERRY ST. AKRON 8, OHIO7 warehouses for the  
storage and distribution  
of merchandise

\* Represented by

CHICAGO 4  
324 S. MICHIGAN AVE.  
WA bush 2-3567

ALLIED DISTRIBUTION INC.

NEW YORK 18  
11 WEST 42ND ST.  
PE aka 9-0967

## CANTON, OHIO

Merchandise, Household Goods



## CANTON STORAGE, Inc.

FOURTH AND CHERRY, N.E.  
Canton 2Pool cars distributed. Private sidings.  
Free switching on all roads. Separate  
fire-proof warehouses for household  
goods.Member: A.C.W.—MAY.W.A.—  
A.W.A.—O.F.A.A.—O.W.A.

## CINCINNATI, OHIO

Member: A.W.A.—O.W.A.

Represented by DISTRIBUTION SERVICE, INC.  
New York, N. Y. — Chicago, Ill.

## Warehouse and Office Space

MERCHANDISE STORAGE — POOL CAR DISTRIBUTION  
10 CAR TRACK CAPACITY — LOCAL TRUCKING  
BUILDINGS SPRINKLERED — PROMPT SERVICE"Out of the  
Flood Zone"

## Central Merchandise Storage Corp.

1220 KENNER STREET, CINCINNATI 14, OHIO — Garfield 5151

## CINCINNATI, OHIO

Member of A.W.A.—O.W.A.



9,000,000 Cubic Feet

Strictly Fireproof

Select the Warehouse Used by the Leaders!

GENERAL STORAGE—COLD STORAGE—POOL CAR  
DISTRIBUTION—LONG DISTANCE TRUCK TERMINALS

11 Car Switch in Building

Internal Revenue and General Bonded Storage  
Insurance Rate 14½¢ per \$100 per annum

## CINCINNATI TERMINAL WAREHOUSES, INC.

49 CENTRAL AVE. HARRY FOSTER, Gen. Mgr. CINCINNATI 2

## CLEVELAND, OHIO

ESTABLISHED 1911

## THE CLEVELAND STEVEDORE CO.

COMPLETE MERCHANDISE STORAGE SERVICE  
WITH MECHANICAL HANDLING & PALLET SYSTEMNew York Representative  
INTERLAKE TERMINALS, INC.

271 Madison Avenue

Main Office

Murrayhill 5-8397

Dock 22, Foot of W. 9th St.

Cleveland 13, Ohio

## CLEVELAND, OHIO

## THE CONATY WAREHOUSE COMPANY

COMPLETE WAREHOUSING SERVICE

Merchandise Storage—Pool Car Distribution  
LOCAL DELIVERY

PRIVATE SIDING NYC RAILROAD

FRENCH &amp; WINTER STREETS

CLEVELAND 13, OHIO

## CLEVELAND, OHIO

A. W. A.

A. C. W.

1505 BROADWAY  
N. Y. C. Orange Avenue  
Freight Terminal  
CHerry 1-8073  
Established 1889

"AN OLD ORGANIZATION WITH YOUNG IDEAS"

## CLEVELAND, OHIO

Member of A.W.A.—O.W.A.

Now there are  
WATER, RAIL and  
TRUCK FACILITIES4 LEDERER  
TERMINALSCleveland's Only Lakefront Public Warehouse with Direct  
Connecting R. R. FacilitiesOffices: FOOT OF E. 9th ST.  
Cleveland 14

A. D. T. Protection

## CLEVELAND, OHIO

## NATIONAL TERMINALS CORPORATION

1200 West Ninth Street, Cleveland 13, Ohio

Four Modern Warehouses in Downtown Section.  
General Storage, Cold Storage, Office Space and Stevedoring  
at our waterfront docks.New York Representative — Mr. H. J. Lushbaugh  
55 W. 42nd Street Lackawanna 4-0063

## CLEVELAND, OHIO

HOUSEHOLD GOODS  
AND COMMERCIAL STORAGE  
DOMESTIC AND FOREIGN PACKING  
7208 EUCLID AVENUE

## CLEVELAND, OHIO

The  
OTIS TERMINAL WAREHOUSE  
HAS THE FACILITIES  
TO MEET ALL OF YOUR NEEDSDowntown location; Modern and fireproof; Low insurance rates;  
Enclosed docks and siding on Big 4 Railroad; Daily delivery service;  
Office and display space; Telephone accommodations; U.S. CUSTOM BONDED.

General Offices - - - - - 1340 West Ninth St.

## CLEVELAND, OHIO

Cleveland's Most Modern Warehouse

RAILWAY WAREHOUSES  
INCORPORATEDComplete Merchandise Storage and Pool Car Service.  
Mechanical Handling and Pallet System.NEW YORK  
2 Broadway  
Bowling Green 9-0986  
540 CROTON AVENUEMEMBER  
DISTRIBUTION  
SERVICE, INC.CHICAGO  
251 East Grand Ave.  
SUperior 7-7180  
CLEVELAND 15, OHIO



## CLEVELAND, OHIO

LARGEST INDEPENDENT MOVERS IN MIDWEST

**COLUMBUS, OHIO  
TOLEDO, OHIO  
FT. WAYNE, IND.**

**UNITED**  
MOVING & STORAGE  
INC.

Member  
I. M. & W. A.

18516 DETROIT AVE.  
CLEVELAND 7, OHIO

## COLUMBUS, OHIO

Established in 1882

**Columbus Terminal Warehouse Co.**

119 East Goodale St. Columbus 8, Ohio

Modern warehouses and storage facilities.  
A.D.T. System. Private double track siding.  
Free switching from all railroads.



Represented by  
CHICAGO 4  
291 E. MORGAN AVE.  
WAB 3-1387

ALLIED DISTRIBUTION INC.

NEW YORK 19  
11 WEST 42ND ST.  
PL 4-6097



## COLUMBUS, OHIO

**THE MERCHANDISE WAREHOUSE CO.**

370 West Broad St., Columbus 8

Complete service for  
MERCHANDISE STORAGE AND DISTRIBUTION  
Private Siding NYC and Big Four  
14 Car Capacity

Pool Car Distribution A.D.T. Service  
Centrally Located Modern Facilities  
Members: A.C.W.—O.W.A.—A.W.A.



## COLUMBUS, OHIO

**The NEILSTON STORAGE CO.**

260 EAST NAGHTEN STREET, COLUMBUS 15

Modern warehouse for merchandise—Low Insurance—Central location in Jobbing district—Private railroad siding—Pool cars distributed.

Member of O. W. A.



## DAYTON 2, OHIO

101 BAINBRIDGE ST.

Phone Adams 7264

**THE UNION STORAGE COMPANY**

Merchandise Storage, 270,000 Feet  
POOL CAR DISTRIBUTION—TRUCKING SERVICE  
Free Switching—N.Y.C., B.&O., Penna., Erie  
Associated with C&A Terminal Company  
358 West Harrison St., Chicago. Phone: Wab 2-1835

## SPRINGFIELD, OHIO

MEMBER

**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Avenue

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise — Motor Freight Service.

Member of A. W. A.—O. W. A.



## TOLEDO, OHIO

ACTUAL PHOTOGRAPH

CAR CAPACITY  
600—COLD  
300—DRY

FOUR PRIVATE  
SIDINGS  
N.Y.C. AND  
B. & O. RR's



**GREAT LAKES TERMINAL WAREHOUSE CO.**

321-359 MORRIS ST. TOLEDO 4, OHIO  
COMPLETE WAREHOUSE FACILITIES AND SERVICES

## TOLEDO, OHIO

**MERCHANTS AND MANUFACTURERS WAREHOUSE CO.**

Office and Main Warehouse: 15-23 So. Ontario St., Toledo 3



CENTER OF JOBBING DISTRICT  
Sprinklered Buildings—100,000 square feet Dry Storage—70,000 cubic feet Cool Storage—Private Siding—Nickel Plate Road. Free Switching. Merchandise Storage—Pool Car Distribution—Negotiable Receipts—Transit Storage Privileges—Low Insurance Rate—City Delivery System.

## TOLEDO, OHIO

Represented by  
CHICAGO 4  
291 E. MORGAN AVE.  
WAB 3-1387

ALLIED DISTRIBUTION INC.

NEW YORK 19  
11 WEST 42ND ST.  
PL 4-6097

**DISTRIBUTION SPECIALISTS  
D. H. OVERMYER WAREHOUSE CO.**

2131-51 SMEAD AVE. TOLEDO 6, OHIO

EM 0472

Looking for the finest in Toledo distributing warehouses? Looking for a Toledo base for storage intransit? If you ship in Ohio, Michigan or Indiana . . . OVERMYER leads the field in modern low cost warehousing!

100,000 Square Feet Dry Storage of which 65,000 Square Feet is heated for winter storage—Sprinklered Buildings—Complete ADT Fire and Burglary Protection—5 Car Siding—NYC Railroad—Free Switching—Pool Car Distribution—Transit Storage Privileges—Merchandising Storage—Negotiable Receipts—Low Insurance Rate—City Delivery Service—Leased Space.



When efficiency's wanted at costs no higher, smart businessmen call on Overmyer

**AMERICAN WAREHOUSEMEN'S ASSOCIATION**

## TOLEDO, OHIO

"QUICK SHIPPERS"

**TOLEDO TERMINAL WAREHOUSE, INC.**

128-138 VANCE STREET, TOLEDO 2, OHIO

Merchandise storage • Pool car distribution •  
Fireproof • Private siding Nickel Plate Road •  
Free switching • Negotiable receipts • Transit  
storage arrangements • Motor truck service •  
Located in Jobbing District



Member of A.W.A. — O.W.A. — Toledo C. of C.

## OKLAHOMA CITY, OKLA.

**Commercial Warehouse Co.**

25-29 E. Reno Ave., Oklahoma City 2

Exclusive Merchandise Storage  
Pool Car Distributors  
Free Switching 14c. Insurance rate



## OKLAHOMA CITY, OKLA.

Established 1889

**O. K. TRANSFER & STORAGE CO.**



GENERAL WAREHOUSING AND DISTRIBUTION

**TULSA, OKLA.**

**JOE HODGES  
FOR MERCHANDISE . . .**

**MOVING  
PACKING  
STORAGE**

Oklahoma's largest warehouse, modern, fireproof and sprinkler equipped. 105,500 square feet, available for all kinds of storage. Entire floor, 35,500 square feet, devoted to Merchandise. 315 private rooms. Lowest insurance rate in Tulsa. Heavy hauling, cross country or local. Big vans, deeply padded. Overnight Express Service between Tulsa and Oklahoma City. At freight rates! Mixed cars a specialty. Private siding on Santa Fe and Frisco, switching facilities with all R.R.'s entering Tulsa.

MEMBERS: A.Y.L.—N.F.W.A.—A.W.A.—A.C.W.—S.W.A.

**FIREPROOF WAREHOUSES  
Tulsa Oklahoma**

and Firms are Arranged Alphabetically

**TULSA, OKLA.**

R. W. PAGE, President

**PAGE STORAGE & VAN LINES**

1301 So. Elgin, Tulsa 5



Storage—Moving—Packing—Shipping of Household Effects and Works of Art—Silver and Rug Vaults



**IN THE PACIFIC NORTHWEST  
THE SERVICE IS RAPID**

COMPLETE WAREHOUSING

LOCAL DELIVERIES

DISTRIBUTION POOL

CAR ENGINEERS

**NEW!**  
PHOTO SERVICE  
AIDS CLAIM COLLECTION  
Photo record showing condition of contents in every boxcar . . . prints free to all shippers.

**RAPID TRANSFER & STORAGE CO.**

907 N. W. Irving St. Portland 9, Oregon

Telephone AT 7353

Harry C. Goble, Manager-Owner

Represented by Associated Warehousemen, Inc.  
52 Vanderbilt Ave., New York 17, Murray Hill 9-7645  
549 W. Randolph St., Chicago 5, Randolph 6-4457



**HARRISBURG, PA.**

INC. 1902



**HARRISBURG STORAGE CO.**

COMPLETE STORAGE & POOL CAR DISTRIBUTION SERVICE  
STORAGE IN TRANSIT

PENNSYLVANIA RAILROAD SIDING

MEMBER—"AMERICAN WAREHOUSEMEN'S ASSN."

**HARRISBURG, PA.**

**HARRISBURG WAREHOUSE CO.**

GENERAL MERCHANDISE STORAGE

POOL CARS DISTRIBUTED

BRICK BUILDING—LOW INSURANCE

STORE DOOR DELIVERY ARRANGED FOR

PENNA. R. R. SIDING

OPERATING KEYSTONE WAREHOUSE

**HAZLETON, PA.**

Est. 1915



**KARN'S STORAGE, INC.**

Merchandise Warehouse L.V.R.R. Siding

Storage in Transit Pool Car Distribution

Packing—Shipping—Hauling

Fireproof Furniture Storage

Members: Mayflower W.A.—P.F.W.A.—P.W.A.

**LANCASTER, PA.**

INC. 1906



**LANCASTER STORAGE CO.**

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving

Member of May.W.A.—PFWA—PMTA

**ALLENTOWN, PA.**

Member A.W.A.—Grayvan Lines

**Hummel Warehouse Company, Inc.**

728-40 North 15th Street

Complete Merchandise Storage and Pool Car Distribution

Household Goods Storage

Truck Service—P.U.C. and I.C.C. Certificates

Private Railroad Siding—L.V.R.R.

**BUTLER, PA.**

C. W. NICHOLAS, Pres.

Est. 1903



**O. H. Nicholas Transfer & Storage Co.**

324 So. McKean St.

Merchandise and Household Goods

Pool Car Distribution

Packing and Crating

3 Car Siding

Free Switching

2 Warehouses 41,000 sq. ft.

**ERIE, PA.**

MEMBER



**ERIE WAREHOUSE CO.**

COMMERCIAL STORAGE AND

POOL CAR DISTRIBUTION

THROUGHOUT NORTHWESTERN

PENNSYLVANIA & WESTERN N. Y.

1502 SASSAFRAS ST. TEL. 23-374

**ERIE, PA.**



**M.V. IRWIN** MOVING AND STORAGE

OFFERS ERIE'S LARGEST AND MOST MODERN STORAGE AND WAREHOUSING FACILITY

DOORS ACCOMMODATE RAILROAD CARS, TRUCKS

• TRANSPORTATION • POOL CAR DISTRIBUTION

Phone: 2-4779

**PHILADELPHIA, PA.**

Member of A.W.A.—P.W.A.

**Commercial Warehousing Co.**

Meadow and Wolf Sts.

Philadelphia 48

Complete Warehousing Service for Storage and Distribution of General Merchandise.

Private Siding B. & O. • Pool Car Distribution

Low Insurance Rates



**PHILADELPHIA, PA.**

**Fidelity Storage and Warehouse Company**

General Offices—1811 Market St., Phila. 3

Agents for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. N. F. W. A., Can. W. A., P. F. W. A.



**PHILADELPHIA, PA.**

Established 1863

**Gallagher's Warehouses, Inc.**

708 South Delaware Avenue, Philadelphia 47

Merchandise Storage

Storage in Transit

Direct Sidings—Penna. R.R. and Reading R.R.

Pool Car Distribution

Represented by Associated Warehousemen, Inc.

New York (17) Deliveries Chicago (8)

53 Vanderbilt Ave. City and Suburban 549 W. Randolph St.

Murray Hill 9-7645 Randolph 6-4457

Current issue of "The Marketing and Transportation Situation," published by U. S. Bureau of Agricultural Economics, reveals a startling diversion from railroads to highway carriers of butter shipments. From 1941 to 1949 receipts of butter by railroads dropped from 515,000,000 lbs. to 220,000,000 lbs. While some of this reduction is attributed to less butter being marketed in some major markets, 35 per cent of it was diverted to trucks.

## 12 MODERN WAREHOUSES

located in important shipping centers.  
2,100,000 square feet of storage space.  
Served by all railroads. Loading and  
unloading under cover. Storage-in-  
transit privileges. Goods of all kinds,  
bonded and free.

## MERCHANTS WAREHOUSE COMPANY

10 Chestnut Street • LOmbard 3-8070  
PHILADELPHIA 6, PA.



# "PENNSYLVANIA"

**KEYSTONE OF YOUR  
PHILADELPHIA DISTRIBUTION**

The 22 big, modern warehouses of the "Pennsylvania" group offer you real efficiency, speed, and economy in your Philadelphia operations. More than 1,000,000 sq. ft. of free and bonded storage space; low-cost insurance.

Careful, experienced workmen. Modern equipment is specialized to handle even difficult commodities safely. Excellent rail and highway facilities. One- to 10-ton trucks for fast store-door delivery. Write for full information about the money-saving convenience of "Pennsylvania" service, for temporary or lengthy storage, any quantities.

Representatives: Geo. W. Perkins, 82 Beaver St., New York 5; J. W. Terreforte, 250 Park Ave., New York 17; Henry H. Becker, 53 W. Jackson Blvd., Chicago 4.



**PENNSYLVANIA**  
WAREHOUSING & SAFE DEPOSIT COMPANY  
303 Chestnut Street, Philadelphia 6

**SAFER STORAGE...**

**BETTER DISTRIBUTION**

**IN...**

# PHILADELPHIA

Investigate the great convenience, the unique facilities and services, of the 13 big, modern "Terminal" warehouses in Philadelphia. Over 3,000,000 square feet of storage space.

Careful, competent personnel, using modern equipment, handle your bulk or packaged products speedily and safely. There are facilities for the safe moving and storage of household effects. U. S. Customs bonded space. Connections with Pennsylvania and Reading Railroads; low switching rates to and from nearby Delaware River piers. Storage-in-transit privileges on most imports; efficient pool car department. Fleet of modern trucks assures fast store-door delivery in the Philadelphia trading area... next-morning delivery within 100 miles.

Write or wire us today for full information on the savings of time and money we offer you for your operations in the Philadelphia metropolitan area.



Member: A.W.A., N.F.W.A., Pa.F.W.A. and Pa.W.A.

## TERMINAL WAREHOUSE COMPANY

81 FAIRMOUNT AVE. • PHILADELPHIA 23, PA.

NEW YORK 4 • 2 Broadway, Phone: Bowling Green 9-0986

SAN FRANCISCO 7 • 625 Third St. ... Phone: Sutter 3461

CHICAGO 11 • 251 E. Grand Ave., Phone: Superior 7180

Represented by DISTRIBUTION SERVICE, Inc.  
An Association of Good Warehouses Located at Strategic  
Distribution Centers



and Firms are Arranged Alphabetically

## PITTSBURGH, PA.

### DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.  
Pittsburgh 22

**Merchandise Storage & Distribution**

Members A. W. A.

## PITTSBURGH, PA.

### ED WERNER TRANSFER & STORAGE COMPANY

1917-19 Brownsville Road

Pittsburgh, Penna.

**Storage, Packing and Shipping**

Member of National Furniture Warehousemen's Ass'n.

Agent of Allied Van Lines, Inc.

## PITTSBURGH, PA.

**Thomas White Owner and Manager**

2525 Railroad Street, PITTSBURGH 22

**In the Heart of Pittsburgh's  
Jobbing District**

STORAGE IN TRANSIT - B. & O. SIDING

COMPLETE TRUCKING FACILITIES

A.D.T. PROTECTION

**WHITE Terminal Company**

2525 Railroad Street

Also Operators of

WHITE MOTOR EXPRESS CO.

Established 1918

## SCRANTON, PA.

### R. F. POST DRAYMAN AND POST STORAGE, INC.

LOCAL & LONG DISTANCE MOVING

MANUFACTURERS' DISTRIBUTORS

HEAVY HAULING & RIGGING

HOUSEHOLD GOODS STORAGE

PACKING, CRATING, SHIPPING

## SCRANTON, PA.

### THE QUACKENBUSH WAREHOUSE CO.

100 W. POPLAR STREET, SCRANTON 3

COMPLETE WAREHOUSING AND POOL CAR

DISTRIBUTION

D. L. & W. and N. Y. O. & W. Sidings

\* Represented by

CHICAGO 4  
324 S. MICHIGAN AVE.  
WA 8-2367

ALLIED DISTRIBUTION INC.

NEW YORK 18  
11 WEST 42ND ST.  
PE 4-6097

## WILKES-BARRE, PA.

### WILKES-BARRE STORAGE CO.

Prompt and Efficient Service

12 Car Track Located on Lehigh Valley RR. Switches  
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

\* Represented by

CHICAGO 4  
324 S. MICHIGAN AVE.  
WA 8-2367

ALLIED DISTRIBUTION INC.

NEW YORK 18  
11 WEST 42ND ST.  
PE 4-6097

## WILLIAMSPORT, PA.

### STORAGE IN TRANSIT AND DISTRIBUTION

Closer in Miles and Minutes to the Greatest U. S. Market—Write,  
Wire, Phone for Quotation

**Better Sales Minded Service For Your Product**

**WILLIAMSPORT STORAGE CO.**

Office 460 Market Street  
NFWA AWI PWA

Williamsport 10, Pa.  
Greyvan Agent

Dial 2-4791  
Established 1921

## PROVIDENCE, R. I.

### LANG STORAGE & TRANSFER, Inc.

389 Charles St.

Providence, R. I.

General Merchandise Storage and Pool Car Distribution

Intrastate and Interstate Common Carrier

70,000 sq. ft. of modern fireproof

warehouse space serviced with up-to-date truck

and materials handling equipment

Complete ADT burglar and fire alarm protection

## CHARLESTON, S.C.

### Merchandise and Household Goods STORAGE and DISTRIBUTION

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.

Private Tracks Connecting with All Railroad and Steamship Lines.

Motor Truck Service. Low Insurance Rates.

### CHARLESTON WAREHOUSE AND FORWARDING CORPORATION

16 HASELL ST., CHARLESTON, S. C.

Telephone 2-2918

Member of I.C.W. - I.W. - I-May, W. A.

## COLUMBIA, S. C.

Distribution Center of South Carolina

MEMBER



### CAROLINA BONDED STORAGE CO.

Est. 1928

General merchandise and household  
goods storage.

MEMBER



Pool Car Distribution. Private rail sid-  
ings. Sprinkler equipped warehouse.

## MEMPHIS, TENN.

S. S. DENT, Manager



### General Warehouse Co.

676 Florida St., Memphis 3

"Good housekeeping, accurate records,  
Personal Service"

Located in the center of the Jobbing &  
Wholesale District

Sprinklered Private R.R. siding

Low Insurance Perfect service

## MEMPHIS, TENN.

### COMPLETE WAREHOUSE FACILITIES

for the proper Storage  
and Distribution of your  
Merchandise in the Memphis trade area.

### POOL CAR DISTRIBUTION

We invite your Inquiries

CHICAGO OFFICE, 53 W. Jackson Blvd.

NEW YORK OFFICE, 250 Park Avenue

### MIDWEST TERMINAL WAREHOUSE CO.

61 West Georgia Avenue, Memphis 5, Tenn.

Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO., ST. LOUIS, MO.

## MEMPHIS, TENN.

Benton T. Grills, Sec'y & Mgr.

### NICKEY WAREHOUSES, INC.

"Memphis Most Modern Warehouses"

285-305 West Trigg Ave., Memphis 2

Merchandise Storage & Pool Car Distribution

Local Delivery Service

A.D.T. Burglar and Sprinkler Supervisory Service. Illinois Central,  
Frisco & Mo. Pac. Private rail siding 9 car spot.

## MEMPHIS, TENN.

W. H. DEARING, President

### POSTON WAREHOUSES, INC.

ESTABLISHED 1894

671 to 679 South Main St., Memphis 2

Insurance Rate \$1.20 per \$1,000 per Annum Distribution a Specialty  
Merchandise storage, dependable service, free switching. Local cartage  
delivery. Illinois Central and Cotton Belt Railway tracks. Automatic  
sprinkler. A.D.T. watchmen.

## MEMPHIS, TENN.

H. K. HOUSTON, Pres. P. D. HOUSTON, V. P.

### UNITED WAREHOUSE & TERMINAL CORP. S. A. Godman, G.M.

Warehouse No. 1  
137 E. Calhoun Ave.

Warehouse No. 2  
138-40 St. Paul Ave.

MEMPHIS, TENNESSEE

Storage (Mdse.)—Pool Car Distribution—Local delivery service—Office  
Space. In the heart of the wholesale district and convenient to Rail,  
Truck and Express terminals. Eight car railroad siding—(N.C.&ST.L. and  
L.&N.)—Reciprocal switching A.D.T. Service. Represented by Distribution  
Service, Inc. Member of A.W.A. and M.W.A.

## NASHVILLE, TENN.

Reliable Service Since 1903

### BOND, CHADWELL CO.

MERCHANDISE WAREHOUSING

Distribution and Trucking

Heavy Machinery Moving

Household Goods Storage and Moving

When Needing Merchandise Storage in Nashville Call  
New York Office PLaza 3-1234, Chicago Office HARRISON  
7-3688 or Nashville 5-2738.

Members of

American Chain of Warehouses - American Warehousemen's  
Association - Allied Van Lines, Inc. - National  
Furniture Warehousemen's Association

## NASHVILLE, TENN.

521 Eighth Ave., So., Nashville 2

### Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE  
WAREHOUSE STOCK and POOL CAR DISTRIBUTION  
Automatic Sprinkler System—Centrally Located

## NASHVILLE, TENN.

### Nashville Warehousing Co.

P.O. Box 555, Nashville 2

GENERAL STORAGE

POOL CAR DISTRIBUTION

FREE SWITCHING—CITY TRUCKING

## AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

### ARMSTRONG TRANSFER & STORAGE CO., INC.

103 SOUTH PIERCE STREET

Merchandise Storage & Distribution  
Household Goods Storage, Moving & Packing  
Long Distance Operators

Members: A.W.A.—A.C.W.—N.F.W.A.—S.W.T.A.—T.M.T.  
Agents—Allied Van Lines

## BEAUMONT, TEXAS

### TEXAS STORAGE COMPANY

656 NECHES STREET

BEAUMONT, TEXAS

Merchandise and Household Goods  
Warehouse, Concrete Construction  
30,000 Sq. Ft. Distribution of Pool Cars  
Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

## CORPUS CHRISTI, TEXAS

### CORPUS CHRISTI WAREHOUSE AND STORAGE COMPANY

Located at PORT SITE

adjacent to docks NAVIGATION DISTRICT No. 1

Storage

Distribution

Drayage

MERCHANDISE EXCLUSIVELY

150,000 Sq. Ft. Sprinklered

Low Insurance Rates

Member: S.W. & T.A.—A.W.I.—A.C.W.

## DALLAS, TEXAS

THE BIG WHEEL IN THE SOUTHWEST  
since 1875

Gus K. Weathered, Pres.

C. E. Bradley, Vice-Pres.

Modern Fireproof Construction—Office Displays,  
Manufacturers, and Warehouse Space.

MEMBERS: A.W.A., N.F.W.A., American  
Chain of Warehouses, Southwest Warehouse  
& Transfermen's Assn., Rotary Club.

Operating Lone Star Package Car Co. (Dallas-Ft. Worth  
Div.), H. & N. T. Motor Freight Line. Allied Van Lines,  
Inc., Agent.

**Dallas Transfer**

**TERMINAL WAREHOUSE CO.**

2ND UNIT SANTA FE BUILDING

## DALLAS, TEXAS

### INTERSTATE - TRINITY WAREHOUSE COMPANY

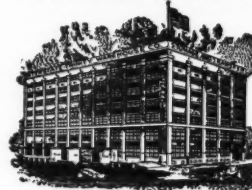
301 North Market St., Dallas 2

Merchandise Storage and  
Distribution

Household Goods Storage  
Moving & Packing

Long Distance Hauling

R. E. ABERNATHY, Pres.  
J. A. METZGER, Vice-Pres.



Represented by

CHICAGO 4  
284 S. MICHIGAN AVE.  
WA 3-3567

ALLIED DISTRIBUTION INC.

NEW YORK 19  
11 WEST 43RD ST.  
PE 6-9767

## EL PASO, TEXAS

"Bankers of Merchandise" "Service With Security"

### International Warehouse Co., Inc.

1601 Magoffin Ave.

Inc. in 1920

El Paso, Texas



Lowest Content Insurance Rate  
Fireproof Storage of Household Goods, Autos & Merchandise.  
State and Customs Bonded. Private Trackage—T. & P.  
and So. Pac. Rys. Pool Car Distribution—Motor Truck Service.  
Members—N.F.W.A.—G.W.T.A.—Agent for AVL.

Represented by

CHICAGO 4  
284 S. MICHIGAN AVE.  
WA 3-3567

ALLIED DISTRIBUTION INC.

NEW YORK 19  
11 WEST 43RD ST.  
PE 6-9767

## FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORING—POOL CAR DISTRIBUTION

Our modern Centrally located warehouse is completely equipped to serve  
you with over 200,000 sq. ft. of merchandise and household storage space.

MOVING—STORAGE—PACKING—SHIPPING

Since **BINYON-O'KEEFE** Since  
1875 **STORAGE CO.** 1875

800 Calhoun St., Fort Worth 1  
Associated with Distribution Service, Inc.



## FORT WORTH, TEXAS

Pool Car Distribution Specialists

also Warehousing and Industrial Hauling.

Terminals Centrally Located in both Dallas and Fort Worth  
General Office—204 No. Good St. 1, Dallas, Texas

Phone Riverside 1734

Gen. W. J. Williamson, Pres.

A. G. Donovan, Gen. Mgr.

R. B. Williamson, Secty. and Treas.

**TEXAS EXPRESS COMPANY**





**OGDEN, UTAH**

MEMBER OF A.W.A.

**WESTERN GATEWAY STORAGE CO.**  
GENERAL WAREHOUSING  
POOL CAR DISTRIBUTION  
MERCHANDISE AND COLD STORAGE

**SALT LAKE CITY, UTAH**

**CENTRAL WAREHOUSE**

520 West 2nd South St., Salt Lake City 1



**Fireproof**

**Sprinklered**



Merchandise Storage  
Pool Car Distribution Office Facilities  
Member A.W.A.

**SALT LAKE CITY, UTAH**

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 11 Cents

**CORNWALL WAREHOUSE CO.**

353 W. 2d South St., Salt Lake City 1

Represented by { **ALLIED DISTRIBUTION, INC., and**  
**DISTRIBUTION SERVICE, INC.**  
New York-Chicago-San Francisco

**SALT LAKE CITY, UTAH**

Merchandise Storage—Pool Car Distribution



**KEYSER MOVING AND STORAGE CO.**

328 West 2nd South, Salt Lake City 1

Established 1910

72,000 sq. ft. space. Reinforced concrete and brick. Central location. Systematic delivery service. A. D. T. automatic burglar and fire protection. Office and desk space.  
Member-AWA-UVL-UWA-AWI



**SALT LAKE CITY, UTAH**

"Serving the Intermountain West"

**SECURITY STORAGE & COMMISSION CO. Inc.**

230 So. 4th West St., Salt Lake City (1)

Warehousing-Distribution service since 1906

Represented by American Chain of Warehouses

New York (17)

250 Park Avenue



Chicago (4)

53 W. Jackson Blvd.

Member of American Warehousemen's Association

**NORFOLK, VA.**

Household • Automobile Storage • Merchandise

**NEW-BELL STORAGE CORPORATION**

22nd St. & Monticello Ave.

NORFOLK 10, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution

WE SPECIALIZE IN MERCHANDISE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

Member M.W.A. & A.T.A.



**NORFOLK, VA.**

**NORFOLK TIDEWATER TERMINALS, INC.**  
**MERCHANTS' CONTRACTING CORPORATION**

Bankers Trust Building

Norfolk 10, Virginia

750,000 sq. ft. of storage space. Convenient central location. Individual storage units. Modern buildings, fire resistant and sprinklered; low insurance rates. Mechanized equipment for safe prompt handling of your products. Facilities served by rail, truck or water at no additional cost for switching, lighterage, or transfer. Storage-in-transit privileges.

**NORFOLK, VA.**

Fine Warehousing Since 1914

**Security Storage and Van Co.**

500-530 FRONT STREET

COLLECTIONS • POOL CARS • DISTRIBUTION

MOTOR VAN AND LIFT VAN SERVICE

Member—Nat'l. F.W.A.—Allied Van Lines

**NORFOLK, VA.**

**STORE and DISTRIBUTE**  
**IN THE PROSPEROUS TIDEWATER**  
**AREA THRU PRUDENTIAL**

HOUSEHOLD GOODS MOVED, PACKED, SHIPPED  
POOL CAR TRANSFER TRUCKING SERVICE  
LARGE FIREPROOF WAREHOUSE  
OPEN YARD STORAGE AVAILABLE  
LOCATED ON N. & W. SIDING

**PRUDENTIAL STORAGE and**  
**VAN CORPORATION**

Billings St. at N. & W. Ry.

P. O. Drawer 1859

Telephone 22481 or 54008

**NORFOLK, VA.**

Established 1892

**SOUTHGATE**  
**STORAGE COMPANY**

239 Tazewell St., Norfolk 10



MEMBER:  
A.C.W.  
A.W.A.  
S.W.A.  
U.S.C. of C.

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

**RICHMOND, VA.**

72 Years of Uninterrupted and Expert Service

**BROOKS TRANSFER &**  
**STORAGE CO., Inc.**

1224 W. Broad St., Richmond, Va.



MERCHANDISE Warehousing and distribution. Private railroad siding. Pool car distribution. Freight truck line.



HOUSEHOLD GOODS stored, packed and shipped. Motor van service to all states.

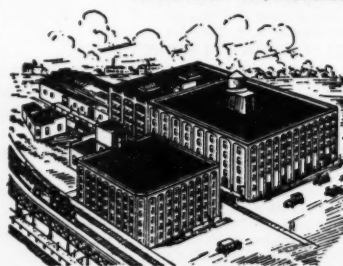
- 810,000 cu. ft. storage space
- Three storage warehouses
- Low insurance rates

**RICHMOND, VA.**

Established 1908

**VIRGINIA BONDED WAREHOUSE**  
**CORPORATION**

1709 E. CARY ST., RICHMOND 3, VA.



160,000 SQ. FT.  
SPACE  
BUILDINGS  
SPRINKLERED

U. S. BONDED  
& PUBLIC  
WAREHOUSES  
MERCHANDISE  
STORAGE &  
DISTRIBUTION

INSURANCE  
RATES  
20c PER \$100  
PER YEAR



and Firms are Arranged Alphabetically

## ROANOKE, VA.



**H. L. LAWSON & SON**  
**Finance and Storage**  
**Pool Car Distributors**  
**General Merchandise Storage**  
**631 EAST CAMPBELL AVE.**  
**ROANOKE 7, VIRGINIA**

Represented by Associated Warehouses, Inc., Chicago and New York

## ROANOKE, VA.

### ROANOKE PUBLIC WAREHOUSE

369 W. Salem Ave. W., Roanoke 5

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler

Accurate Accounting

We make a specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.  
 Member of American Chain of Warehouses

## SEATTLE, WASH.

### EYRES TRANSFER & WAREHOUSE CO.

2203 First Ave., So., Seattle 4

Cartage — Distribution — Storage

Highest financial rating; new fireproof, A.D.T. sprinklered buildings; lowest insurance rate (10.2c); modern equipment.

## SEATTLE, WASH.

### LLOYD

Transfer & Storage Co., Inc.  
**POOL CAR DISTRIBUTION**  
 MACHINERY MOVING, RIGGING AND HAULING  
 U. S. Custom Bonded

2400 Occidental Avenue Seattle 4, Washington

## SEATTLE, WASH.

J. R. GOODFELLOW, Pres.

### OLYMPIC WAREHOUSE & COLD STORAGE CO.

1203 Western Avenue Seattle 1, Wash.  
 Cold Storage—Dry Storage—Rentals—Pool Car Distribution—Office Rentals  
 Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding connects with all rail lines.  
 Bonded U. S. Customs: State License No. 2  
 Member of A.W.A. (C.S.) Wash. State Whsmns. Assn.

## SEATTLE, WASH.

Seattle's One-Stop Warehousing Service!



**UNITED CULBERTSON**  
 Merchandise Storage & Distribution—U. S. Customs—See Stores • Seattle's Exclusive Furniture Repository  
 (Formerly University)

### SEATTLE TERMINALS, Inc.

Executive Offices: 1017 E. 40th St., Seattle 5  
 R. G. Culbertson, President Wm. T. Laube, Jr., Secretary

## SEATTLE, WASH.

Lloyd X. Coder, Pres. Ellis L. Coder, Secy.-Treas.

### SYSTEM Transfer & Storage Co.

Established 1919

2601-11 Second Avenue, Seattle 1

Complete Drayage, Storage and Distribution Service

"System Service Satisfies"

Member—A.W.A.—W.S.W.A.—S.T.O.A.

## SEATTLE, WASH.

**TAYLOR-EDWARDS**  
**WAREHOUSE & TRANSFER CO., INC.**  
 1020 Fourth Avenue South Seattle 4  
**WAREHOUSING • DISTRIBUTION • TRUCKING**

Represented By  
 DISTRIBUTION SERVICE, INC.  
 New York—Chicago—San Francisco

## SPOKANE, WASH.

### GEN'L WAREHOUSING & CARTAGE

Private siding on NP, served by any RR. Jobbers display and offices. Also licensed storage for yellow label goods. Cartage rights.  
 Harvey Lounsbury, Mgr.  
 So. 124 Wall St. (8). Riverside 6186.

LET LYON GUARD YOUR GOODS



## SPOKANE, WASH.

P. C. HINTON, Owner

### RIVERSIDE WAREHOUSES, INC.

E. 41 Gray Avenue, Spokane, 8

Telephone, Office and Stenographic Service

Specialize in serving food and related industries; pool car distribution; 44 trucks and tractors with semi-trailers. New 49,000 ft. modern warehouse, equipped with forklift tractors.

Represented by  
 CHICAGO 4 224 L. MORGAN AVE. NEW YORK 19 11 WEST 42ND ST. NEWARK 12 1217 NEWARK

## SPOKANE, WASH.

### TAYLOR-EDWARDS WAREHOUSE & TRANSFER CO., INC.

310 W. Pacific Avenue Spokane 8  
**WAREHOUSING • DISTRIBUTION • TRUCKING**

Represented By  
 DISTRIBUTION SERVICE, INC.  
 New York—Chicago—San Francisco

## TACOMA, WASH.

### TAYLOR-EDWARDS WAREHOUSE & TRANSFER CO., INC.

401 East 21st St. Tacoma 2  
**WAREHOUSING • DISTRIBUTION • TRUCKING**

Represented By  
 DISTRIBUTION SERVICE, INC.  
 New York—Chicago—San Francisco

## HUNTINGTON, W. VA.

Every facility for you and your patrons' convenience to secure your share of this Five Hundred Million Dollar market is available through

**THE W. J. MAIER STORAGE COMPANY**  
 1100 Second Ave., Huntington 10

## GREEN BAY, WIS.

ESTABLISHED 1903

### LEIGHT TRANSFER & STORAGE CO.

1401-55 S. STATE ST. • GREEN BAY • WIS. •



Merchandise Storage  
 Pool Car Distribution  
 Transit Storage  
 Household Goods Storage  
 Heated—Unheated—Yard Storage  
 Waterfront Facilities  
 Stevedore Services  
 U. S. Customs, State and Public Bonded  
 40 Car Tract Capacity  
 Modern Handling Equipment  
 Private Siding on C&NW, CMS&P, GB&W Lines  
 Reciprocal Switching all lines

Complete local and over-the-road truck services with 70 units of all types of equipment, including low-bed trailers, winches and cranes.

AERO-MAYFLOWER MOVING AND STORAGE


New York Office:  
 Interlake Terminals, Inc., 271 Madison Ave. (16)

## MADISON, WIS.

LOW INSURANCE RATE

### CENTRAL STORAGE AND WAREHOUSE COMPANY, Inc.

COLD STORAGE  
 DRY STORAGE  
 FREEZER STORAGE 612 W. Main St., Madison 3



**ATLAS  
STORAGE  
MILWAUKEE**

**"SERVING YOUR  
CUSTOMERS  
BY SERVING  
YOU"**

**EFFICIENT  
WAREHOUSING  
AND  
DISTRIBUTION  
FACILITIES**

**MODERN! COMPLETE!**

First floor storage space in excess of 3½ million cubic feet • Palletized warehousing • Served by CMST&PRY and CANWRY • 42 car spot • Motor truck terminal • Marine terminal • City-wide delivery service • Separate building for office and display purposes.

Represented by DISTRIBUTION SERVICE, INC.  
Chicago • New York • San Francisco

**ATLAS STORAGE**  
DIVISION OF PAV ATLAS INDUSTRIAL CENTER, INC.  
647 WEST VIRGINIA STREET • MILWAUKEE 1, WISCONSIN

**MILWAUKEE, WIS.** Service Minded

"Store American" For Economical Efficient Experienced Complete Merchandise Warehousing

**SPECIALISTS IN POOL CAR DISTRIBUTION**

**AMERICAN WAREHOUSE CO.**

General Office  
525 East Chicago St.  
Private Siding—Chicago & North Western Ry.

Milw. Whse. Ass'n

Wis. Whse. Ass'n

House No. 2  
302 North Jackson St.  
3rd Ward District

**WISCONSIN**




**HANSEN  
STORAGE CO.  
MILWAUKEE**

124 N. JEFFERSON ST.

**LARGEST AND MOST MODERN**

**MILWAUKEE, WIS.**



**LINCOLN**

WAREHOUSE COMPANY  
MERCHANDISE WAREHOUSING  
AND DISTRIBUTION

LOCATED IN HEART OF BUSINESS DISTRICT  
Offices: 206 W. Highland Ave., Milwaukee 3  
Member of A.W.A.—W.W.A.—M.W.A.

## SETTLING CLAIMS

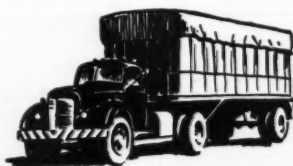
(Continued from page 66)

shipped, and it may be varied and contradicted by oral testimony. Errors of omission will occur in preparing a lading just as in drafting any other instrument. Therefore, the veracity of the lading may be subjected to attack, and an attempt may be made to show that a mutual mistake was made. Parol evidence to show that a written instrument fails to express the true agreement between the parties because it has been materially altered is also admissible.

The matters discussed here do not necessarily apply to a single plaintiff only. Any number of suing plaintiffs may join in a consolidated action in order to keep costs down. However, the defendant has a right to ask for a severance, which the court may or may not grant.

It must always be kept in mind that a jury is nothing more than the average man multiplied by twelve, and that in a case of this type we are asking the average man to determine from evidence adduced by

opposing parties what is factual and what is not. The average man, sitting alongside eleven other average men to make such a determination, is notoriously unpredictable. A simple issue of veracity may spell doom for either plaintiff or defendant if the jury, for no apparent reason, is hostile to one party or the other. The jury may regard railroad men as big, bad people who are always wrong and find for the suing shipper. And of course the reverse is also possible. In some courts we find nothing but plaintiff juries; in others, a plaintiff cannot succeed. In other words, a jury trial is hazardous at best—and once the battle has started you cannot change your weapons of combat.



## FORWARDERS

(Continued from page 70)

ly, Congress made such a delegation. But, the ICC only gave them nine-tenths of the pie, and without even trying to live under its decision, they are back at Congress' door seeking legislation to completely nullify the decision of the administrative body whose expertise they only so recently praised.

The motor carriers, like the forwarders, were aggrieved by the Commission's decision in Docket No. 29493. We have never felt the Commission was justified in overruling their examiner's finding that there were no economies inherent in the performance of assembly and distribution service for the forwarders and that, consequently, no discount from regular tariff rates was justified as a general practice. But, in 1946 we joined the forwarders in urging that the Commission be entrusted with the solution of the problem, and we are willing to try to live with its decision and to accumulate operating experience under the rules proposed.



## SHOULD TRAFFIC MEN HAVE PROFESSIONAL STATUS?

(Continued from page 15)

street understands that a traffic manager deals with something more than how many red lights there should be between two points on a highway.

*Employers must be sold more and more on traffic management.* This, again, is partly a job for the trade papers and the professional associations, but it is also a task that the traffic managers themselves can take an active part in by increasing their value to individual concerns.

*Traffic managers must broaden their horizons and extend their knowledge.* This applies to transport practice, the economics of transportation, the various phases of distribution, and general management problems. Such development will prepare traffic managers for wider fields of service. Traffic management is still concerned with transportation, of course, and it always will be; but it is becoming

increasingly apparent that the traffic manager must be a coordinator of other segments of industry. He must prepare himself to cooperate with accounting, sales, purchasing and production. Further, the traffic manager is increasingly important in cooperative activity through such groups as the National Industrial Traffic League and The Associated Traffic Clubs. He is of growing importance within industry trade associations, and he contributes in no small measure to hearings before the ICC. Management cannot function with full efficiency unless the traffic manager possesses—in addition to his knowledge of transportation—a knowledge of accounting, advertising, production, sales, purchasing, warehousing, packing, and handling.

*A high standard of ethics must be established and maintained.* If professional status is to be brought

about, it will be necessary for some individual or group to suggest what the professional standards should be. This is a delicate point, and no one has yet done it with any degree of exactness. Perhaps no one is ready to do it. It merits early attention, however.

Traffic management has already developed a group consciousness which facilitates further and stronger organization. Many able men have achieved positions of prominence in the field, and many of these men are willing and eager to assist others for the good of the profession. Much has been done—but not enough. The foundation has been laid; now the building must be erected.

No one would deny that traffic management is not—and cannot ever be—a profession like medicine or law. It does, however, have much in common with professions like engineering, architecture, and accounting. And it is certainly bound up with the public interest. It is time to take steps toward professionalization!

### National Warehouse Corp.



SO. WATER & E. BRUCE STREETS

MILWAUKEE, WIS.

—Phone Marquette 8-7091

#### TERMINAL STORAGE CO.

100-112 W. Seeboth St.  
Milwaukee 4, Wisconsin  
Cooler, Freezer and General Merchandising Storage  
Deep Water Dock, Private Siding  
on C.M.St.P. & P. R.R.

SHEBOYGAN, WIS.



#### SHEBOYGAN WAREHOUSE & FORWARDING CO.

A Merchants & Manufacturers Warehouse  
11th and Illinois Ave. Sheboygan, Wis.  
Member of A.W.A.—May. W.A.—Wis. W.A.



## CANADA

TORONTO, ONT.

M. A. RAWLINSON, Pres. & Gen. Mgr.

#### M. RAWLINSON, Ltd.

Established 1885 610 Yonge St., Toronto 5, Can.  
Seven Buildings to Meet All Requirements for Modern Storage  
and Distribution  
Customs Bonded. Pool Car Distribution. Household Goods Moved,  
Packed, Shipped and Stored.  
Members of CanWA—NFWA—BAIFR—FWRA—TC&W—ALLIED VAN LINES

MONTREAL, QUE.

#### St. LAWRENCE WAREHOUSE INC.

1-VAN HORNE AVENUE, MONTREAL, CANADA  
200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED  
IN THE EXACT CENTER OF THE CITY  
OF MONTREAL  
Canadian Customs Bond. Private Siding—8 Car  
Capacity—Free Switching—All Railroad Connections  
New York Representative: Frank J. Tully  
277 Broadway, New York 7 Phone Worth 2-0428

MONTREAL, QUE.

Established 1903 W. G. KENWOOD, Pres. & Man. Dir.

#### Westmount Transfer & Storage Ltd.

205 Olivier Ave., Westmount, P. Q.  
LOCAL AND LONG DISTANCE MOVERS  
Private Room System for Storage  
CRATING, PACKING and SHIPPING  
Charges Collected and Promptly Remitted  
Member: N. F. W. A., Can. W. A.





## Don't Turn Your Back on a GOOD IDEA!

You'll find Plenty of 'EM at  
the 5th Annual Industrial Packaging  
and Materials Handling Exposition

October 10-11-12  
CONVENTION HALL  
Philadelphia

Profit via Cost Reduction—Economy. See  
"What's New" in Product Protection—Hand-  
ling Methods — in Production — Receiving  
— Shipping — Warehousing — Distribution  
and Transportation.



Write for  
Information  
to:

With a "SHORT COURSE"  
by Community College  
Temple University

Society of Industrial Packaging  
and Materials Handling Engineers  
20 West Jackson Blvd. Chicago 4, Ill.

## ON THE LEVEL!



Smooth and level floors, trucking aisles,  
shipping platforms, etc., are signs of  
"good housekeeping" methods.

Such floor areas assure you of freedom  
from the difficulties caused by worn and  
rutted surfaces.

STONHARD RESURFACER helps you to  
keep your floors in first-class condition.  
Use it for patching or for making a  
complete overlay. It provides a tough,  
resilient topping capable of withstand-  
ing heavy trucking traffic.

A FREE folder describing and illustrating  
STONHARD RESURFACER will be sent  
upon request.

**STONHARD COMPANY**  
Building Maintenance Materials  
Since 1922

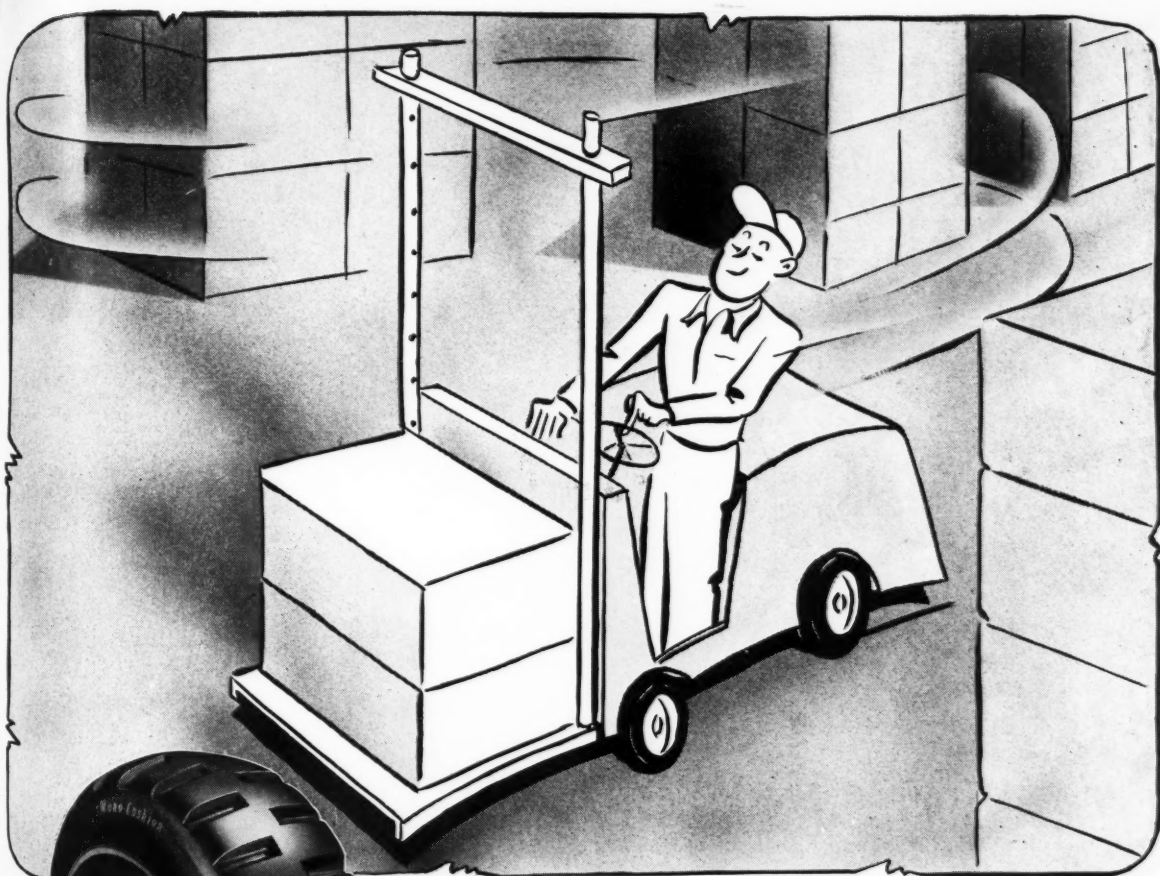
109 Stonhard Building, 1306 Spring Garden St.  
Philadelphia 23, Penna.

Send RESURFACER folder to: 109/9/50  
Firm .....  
Mr. .... Title .....  
Address .....  
City ..... Zone ..... State .....

# INDEX TO GENERAL ADVERTISERS

Public warehouse advertisements start on page 55 and are arranged  
alphabetically by states, cities and firms

A	H
Air Express Div. of Railway Express Agc. .... 33	Hercules Steel Products Corp. .... 45
American District Telegraph Co. .... 42	I
American Engineering Company .... 14	Ironbound Box & Lumber Co. .... 46
Automatic Transportation Co. .... 7	K
B	Kinnear Manufacturing Co. .... 44
Baker-Raulang Company .... 1	M
Branch Motor Express Co. .... Back Cover	Mack Trucks, Inc. .... 18-19
C	Monarch Rubber Company .... Third Cover
Clark Industrial Truck Co., Div. Clark Equipment Co. .... 35	N
Consolidated Freightways .... 40	Nolan Company .... 42
D	Northwest Airlines, Inc. .... 13
Daniels, Incorporated, C. R. .... 47	P
Darnell Corporation, Ltd. .... 39	Port of Los Angeles .... 41
Delaware River Joint Commission .... 6	S
Delta Air Lines, Incorporated Second Cover	Society of Ind. Pking. & Mats. Hdlg. Engineers .... 86
Dodge Div., Chrysler Corp. .... 2	Stevens Appliance Truck Co. .... 47
E	Stonhard Company .... 86
Eaton Manufacturing Co. .... 37	T
F	Trans World Airlines .... 4
Fruehauf Trailer Company .... 8	U
G	United Van Lines, Incorporated .... 43
Gerstenslager Company .... 47	Y
Goodrich Company, B. F. .... 5	Yale & Towne Manufacturing Co. .... 38



## a good steer for reduced maintenance

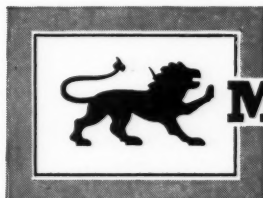
Easy-steering Mono-Cushions soak up more bumps and jolts than any other type of industrial vehicle tire, size for size—and reduce your maintenance costs accordingly. In steering linkages, bearings, differentials, universals, transmissions — wherever shock or shock load is a factor — Mono-Cushions will save you money on repairs, cut vehicle downtime.

They'll save you money in other ways, too. Mono-Cushions will reduce your tire costs, to begin with. And they'll reduce load breakage and floor wear. They require no servicing and they're puncture-proof—go anywhere in the plant. And drivers like the easy ride and easy steering they get with Mono-Cushions.

The leading manufactures of industrial vehicles use Mono-Cushions as original equipment. Replacement tires available through the manufacturer of your equipment or his distributors.

***Mono-Cushion***  
INDUSTRIAL VEHICLE TIRES

**TOUGH** ALL THE WAY THROUGH  
**CUSHION** ALL THE WAY THROUGH



THE  
**MONARCH**  
RUBBER COMPANY

500 LINCOLN PARK • HARTVILLE, OHIO  
SPECIALISTS IN INDUSTRIAL SOLID TIRES  
AND MOLDED MECHANICAL RUBBER GOODS





# "Do you wrap 'em in cotton?"

That's what the man said! He was so amazed at our record of delivering his goods *safely* as well as *rapidly*, month after month after month.

He was seeing Branch's guiding principle in action: goods are shipped to be *sold*, not *spoiled*. It motivates our every action; we are obsessed with the idea to get your shipments there *IN* perfect condition, and *ON* time!

The result? Our claim ratio for the first half of 1950 was 0.18%! That's the lowest in our own 40 year history . . . and *so much lower* than the industry average that it would be embarrassing to publish the difference.

Our leadership in safe motor transport is no accident. The "Hows and Whys" make an exciting story. We'd like to tell it to you! Once you know the facts, you'll do what the leaders do . . . specify Branch *coming* and *going*!

## **Branch** MOTOR EXPRESS COMPANY

★ THE MAIN STEM OF THE INDUSTRIAL EAST

EXECUTIVE OFFICES — 143 W. 18th St., New York — Phone CHelsea 3-1707

TERMINALS: New York • Philadelphia  
Newark • Allentown • Reading  
and Baltimore

U. S. Customs Bonded Carrier—I. C. C. Certificate No. MC 10875—Penna. P.U.C. No. A-11989 Licensed to transport liquor and specially denatured and tax free alcohol in Delaware, District of Columbia, Maryland, New Jersey, New York and Pennsylvania.